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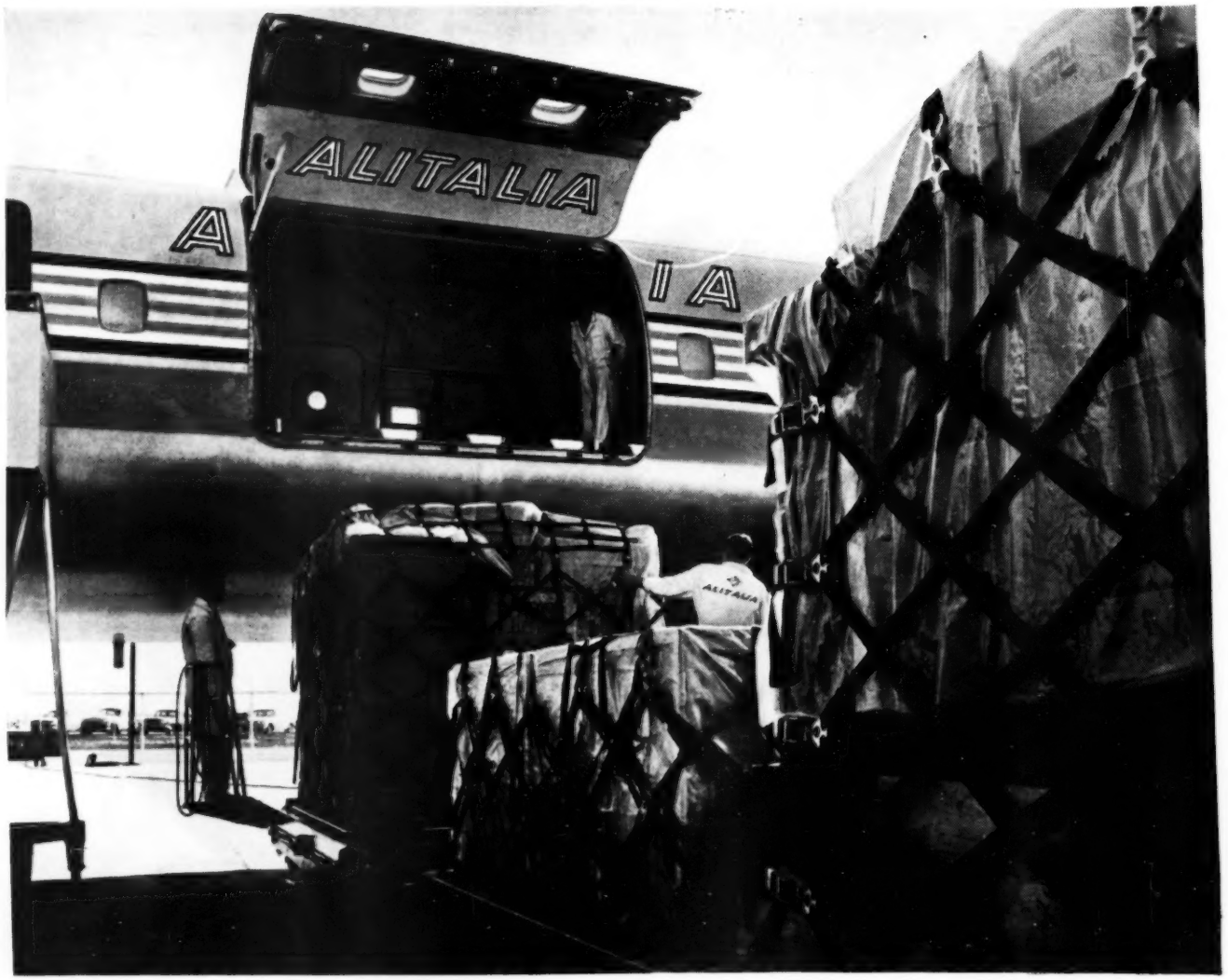

Board of Trade Journal

VOLUME 194, NO. 3713, PAGES 1485-1564 17 MAY 1968
PRICE 2s. 0d. NET. SUBSCRIPTION INCLUDING POSTAGE £6 12s. 8d.

Editorial Address:
Board of Trade Journal, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

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Front cover photograph

A view of the 10th Mechanical Handling Exhibition at Earl's Court, London. Mr. Anthony Wedgwood Benn, Minister of Technology officially opened this year's exhibition – the 11th – on May 14. Over 300 firms are displaying equipment over more than half a million square feet of covered floor space (there are out-of-doors display areas as well) and 100,000 visitors from 83 countries are expected. The theme this year is 'Systemize – Mechanize – Economize'. Exhibits will show how Britain's materials handling industry makes its own direct contributions to the export drive. About 20 per cent of all orders met by this industry are from overseas and some of the leading firms export 60 to 70 per cent of their output, claiming orders in up to 60 world markets.

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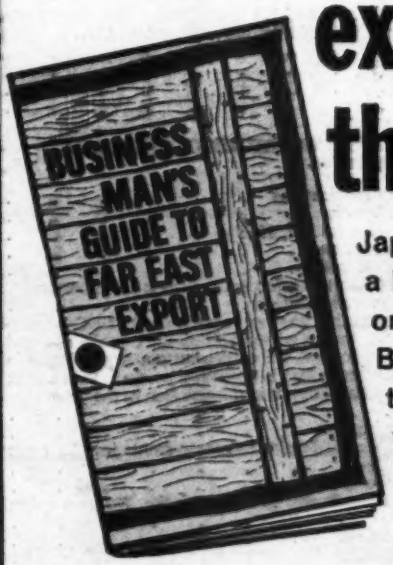

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AN INTRODUCTION TO THE JAPANESE MARKET–4

British Week, Tokyo, 1969

By Michael Montague, Chairman, the Committee for Exports to Asia, British National Export Council

OVER 1,200 COMPANIES have now indicated their interest in participating in the British Week to be held in Tokyo in the last week of September and the first week in October 1969.

This is encouraging, for, to be frank, I had not anticipated such a ready response at such an early stage. That so many companies have already got the message that Japan is one of the fastest growing markets for imported consumer goods in the world is most comforting. To the majority of these companies this will be their first contact with the market and, therefore, part of BNEC Asia's job will be to guide them along the right lines to ensure not merely their short-term but a continuing success in this highly sophisticated brand-conscious country.

To achieve this I have established 17 product groups, each of which is to be chaired by a respected leader of the industry involved. They will have the task of providing the specific information and organizing the promotional vehicles, missions, joint ventures, sample displays, etc., which are an important part of each industry's approach to the market. One of the considerations to which I hope they will give considerable attention is their guidance to new companies who have, as their first step, to appoint agents.

Over the last few months I have become increasingly concerned at what seemed to me to be the unnecessarily high retail prices at which many British goods are offered for sale in the Tokyo stores. At first sight it might seem that this was just a case of the participants earning a handsome profit and therefore an incentive to others. But closer investigation suggests that a substantial element in many of these high prices is not a high level of return to the exporter or the distributor, but merely the added costs and commissions accruing at a number of stages after the goods have arrived in Japan. The cumulative effect of, albeit, a modest margin added each time the goods pass through another pair of hands before they reach the retail stage is resulting in end-prices which are inhibiting mass sales.

The Japanese distribution system

It is, of course, traditional for Japan to do business in this way. Many department stores will only buy from wholesalers. This is partly because they do not want to have a multiplicity of suppliers with which to deal. Moreover, they have to rely on wholesalers for stocks. It is not, therefore, possible in many cases for agents to supply direct to department stores. In attempting to bypass the established Japanese system there must, therefore, be an element of risk that one might only thereby succeed in reducing one's sales. The adage 'When in Rome . . .' applies very much in Japan. One cannot afford to lose goodwill by giving unnecessary offence.

On the other hand there is some reason to believe that the Japanese themselves are beginning to look more critically at the distribution system as it exists in the consumer goods field. I think, therefore, that any newcomer to the market needs to consider carefully when he is appointing an agent whether he will choose one who is going to be merely the first of a series of links in a long chain or one who will be in first-hand communication with the appropriate wholesalers or distributors. Better still, of course, if one can be found with direct access to the large store groups who between them retail as much as 90 per cent of all imported consumer goods. Moreover, in the case of British firms who are already established in the market, I suggest the time is opportune for them to review their position. If they think the retail prices at which their products are selling in Japan are at a level where there are signs of buyer resistance, or where their potential growth is being held back, they would do well to examine whether the blame lies at the door of the complexities of the distribution system, and if so, to seek an early opportunity of making new and more effective arrangements.

Mr. Michael Montague (second from left), chairman, BNEC Asia, entertained Mr. T. Shibahara (manager overseas buying) and members of a buying mission from the Japanese Daimaru department store group in London recently. The Daimaru group includes a large store built over part of Tokyo Central Railway Station, and their mission was particularly looking for knitwear (men's and women's), scarves and stoles, golf shoes, leather goods and handbags, accessories and gift-wear. They have also discussed with the GPO the question of selling presentation sets of British stamps in their stores in Tokyo and Osaka.

If the connection of the agent is important, so is his financial position, for credit beyond 120 days for goods imported into Japan is normally prohibited, unless the specific approval of MITI can be secured, which means that a letter of credit or sight draft on a maximum 120 days' basis has to be arranged.

I have been advised of a number of cases where appointed agents have not been sufficiently liquid. To answer this situation, they have had, when obtaining orders from the departmental stores, simultaneously to request an advance payment. Whilst some stores respond to this, it is done reluctantly and is hardly a contributor to considerable turnover.

(Continued on next page)

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The Japanese have a bias towards imported consumer goods. It is, therefore, not surprising that the two store promotions we had last autumn, one in the Mitsukoshi and the other in the Seibu stores, surpassed even my most optimistic expectations, and between them the turnover achieved resulted in imports of an additional £½ million of goods from Britain. In this atmosphere it was not surprising that earlier this year when I was in Tokyo for the inauguration of the Week, I discovered an enthusiasm for it amongst the stores which is the finest augury the Week could possess.

I have no doubt at all about this enthusiasm, and I am confident that the people of Tokyo will respond to the mood and the message of the Week. There is a love of pageantry and a strong feeling and sympathy for tradition for history and the arts that practically ensures that the supporting events which the Board of Trade will stage will be successful. Each Week is different in some ways from its predecessors, and the Tokyo one will certainly be so; this is a

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HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost* 3,000 *leading Japanese industrialists and importers.*

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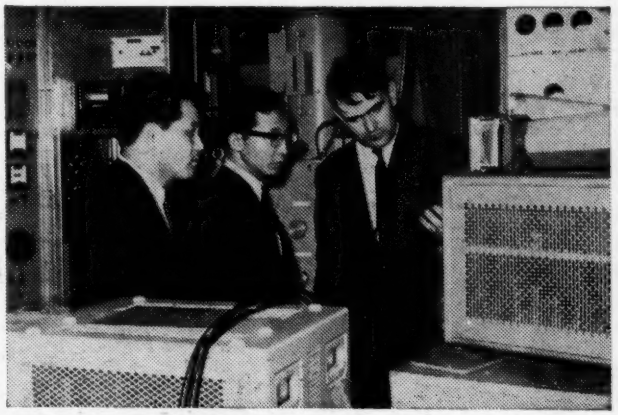
THE ORIENTAL ECONOMIST Nihonbashi, Tokyo, Japan

market where there are opportunities for standard lines and for luxury goods, the ordinary, the special and the extra special – this last is confirmed by the fact that for the first time it has been necessary to set up a product group concerned with antiques and fine arts.

Eighteen months may at first glance seem a long period between now and one of the biggest promotional exercises ever to be held in Asia, but, if anything, time is short, especially for the newcomer, who will, within the next few weeks, be receiving from us the 'Tokyo British Week Guide', which will give full details of the plans for the Week and the information any manufacturer needs to know about this market; methods of selling, distribution, and so on. Some of this information has already become available and been published in the excellent Board of Trade *Export Service Bulletin*, but as I have several times of late indicated, I am concerned that this is read by about only 3,000 British companies out of the 25,000 who are one's export audience, so we have reserved extra copies which are available upon request.

To give a correct impression of the market and explain Tokyo retailing, a film is being shot in Tokyo which during the coming summer will be shown by myself and by some of my steering committee colleagues to regional gatherings of businessmen. This is most important, for I remain convinced that the very sophisticated Japanese retail scene is still not appreciated by the majority of our businessmen.

I referred earlier to missions, the value of which can never be over-emphasized. How can one substitute for a personal on-the-spot visit to gauge the openings for one's company and to meet personally with Japanese executives? For these missions, BNEC will pay 75 per cent of the air fare and 50 per cent of hotel accommodation in Tokyo which, I am sure you will readily accept, could be described as an opportunity to get into the Japanese market on the cheap. On the subject of visiting executives, I must emphasize that manufacturers should make every effort to visit Tokyo not only during the planning stage of the promotion, but also during the Week itself. This also applies to businessmen visiting Japan next year – they should try and coincide their visit with the Week.



Mr. M. Kiriyama and Mr. J. Nashimoto, of Shiba Electric Co. Ltd., recently visited the Chelmsford works of English Electric Valve Co. Ltd. for technical discussions on the oscillator klystron type K371 and associated circuit assembly K4106. The photograph shows, left to right, Mr. Nashimoto and Mr. Kiriyama talking to Mr. O'Loughlin, assistant manager of EEV's microwave beam tube department.

Executives of capital goods and producer goods companies will find that the inescapable British feeling which the Week generates also provides them with an ideal atmosphere in which to meet Japanese industrial executives and develop new trading contracts.

The wider role of BNEC Asia causes me to make clear that it is my intention that capital goods will not be overlooked. British

(*Continued on page* 1491)

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Weeks themselves are consumer goods promotions but there will be many openings for the stimulation of capital goods during the period. It is our intention to examine very closely every idea submitted by trade organizations to whom I appeal to come forward with proposals and to explore every possible avenue to get their offerings on to the British Week band wagon. Japan is such a tremendously important market that it would be criminal not to take the utmost advantage of this opportunity to get in and sell on every front. Remember that Japan imports around £4,000 million of goods annually and Britain is only now beginning to make significant strides within this market. Last year we sold £82.8 million worth of products in Japan, an increase of 27.4 per cent on the 1966 figure which, in turn, showed a similar percentage increase on the previous year.

Japanese and British trade is at present virtually in balance, but at what an undistinguished level! Rather less than 2 per cent of our total exports. Now that the signs of growth have begun it is no time to be content with a toe in the water. The time is ripe for the major plunge which can so quickly bring us a substantial reward.

Export opportunities in Japan

THE following export opportunities in Japan have been extracted from recent issues of the *Export Service Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.18411/68	Mowers	Agency	93/68
ESB.18401/68	Drugs for women	Agency	87/68
ESB.18412/68	Cotton fabrics	Agency	86/68
ESB.17298/68	Tinned cocktail snacks; tinned candy	Agency	84/68
ESB.17289/68	Light fittings	Agency	82/68
ESB.16901/68	Meat processing machinery	Agency	81/68
ESB. 9792/68	Marine equipment	Agency	79/68
ESB.16952/68	Bronze powders	Agency	79/68
ESB.16126/68	Baby care products; rayon or viscose velvet piecegoods; woollen worsted materials	Agency	78/68
ESB. 6749/68	China clay; poplin shirting fabrics; woollen fabrics; worsted fabrics	Agency	70/68
ESB.15128/68	Cigarette cases; leather goods	Export opportunity	69/68
ESB.12850/68	Towels	Export opportunity	60/68
ESB.12827/68	Sporting equipment	Agency	60/68

'Don't be put off the Japanese market by Japanese protectionism'

By H. A. H. Cortazzi, Commercial Department, British Embassy in Tokyo

I AM OFTEN asked by businessmen and other British visitors how protectionist is Japan. Is it the case, they ask, that most imports are subject to quota?

The answer is, of course, 'no'. Japan has liberalized some 93 per cent of her imports and quotas only affect a small proportion of our trade with Japan. Many of these cover agricultural items of no interest to us and the number of industrial items still on quota is strictly limited. Moreover, some of the quotas are more nominal than real as they are not filled. The main items of interest to British exporters, still subject to Japanese import quota, are whisky, chocolate confectionery, shoes, leather and motor car engines, although there are a number of other restrictions such as those on imports of vaccines, gold paint and gold jewellery which prevent our exporters from taking advantage of the opportunities which this vast market of 100 million people presents to us. But there are hundreds of liberalized items which our exporters can sell freely to Japan.

The Japanese Civil Service

What then, they ask, about the 'nod and the wink' of the all-embracing Japanese bureaucracy? Do these not constitute such a barrier to the foreigner that it is impossible to trade on normal terms? Once again, the answer must be a firm 'no'. The Japanese are indeed a highly organized people and the Japanese Civil Service is a very efficient one. It is inevitable therefore, that Japanese government departments should wield considerable power. Moreover, there is a tradition of co-operation between government and industry which goes very deep. The top civil servants and the top managers have largely come from the same educational background and senior civil servants tend to go out into business in their early fifties as, for example, vice-presidents of leading companies. All this strengthens the influence which the Government can exercise over the economy. But very few Japanese industrial concerns, except the national railways and the post and telegraphic

(*Continued on next page*)

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services, are nationally owned. Private enterprise in the shape of large groups of industries, often connected with one or more of the major city banks, and having their own trading houses, form the pillars of the Japanese economy. They are guided in their policies by some of the best business minds in the world and while 'administrative guidance' can indeed be very effective in Japan the Government's powers are by no means absolute. Administrative restrictions and rules represent in Japan rather a hurdle to be crossed than a barrier.

If, indeed, Japan was as protectionist as some people allege, how could we or other countries export to Japan what we do? Japan imported in 1967 some £4,199 million and took from Britain in the form of exports and re-exports some £87 million. This is unfortunately only a mere 2 per cent of Japan's total imports, whereas the United States provided nearly 30 per cent of Japan's imports and Germany getting on for 3 per cent. Where Americans, Germans and other businessmen can succeed, there is no reason why British businessmen should not.

Even where quotas exist, it is usually possible to do good business. Moreover, most quotas are increasing yearly and the trend, if slow, is towards greater liberalization. Japanese rules can be very complicated and the bureaucracy can seem formidable, but they are no worse than in many other countries. Japanese officials are prepared and certainly competent to help and guide the foreigner if he approaches them in the right way and seeks their advice.

Enterprise in 'impossible' fields

I am frequently surprised and delighted by the success of the enterprising British businessman in fields which I thought would be almost impossible for him in Japan because of Japan's own production or other foreign competition. British companies have even succeeded in selling to Japan such unlikely items as television

(*Continued on page* 1494)

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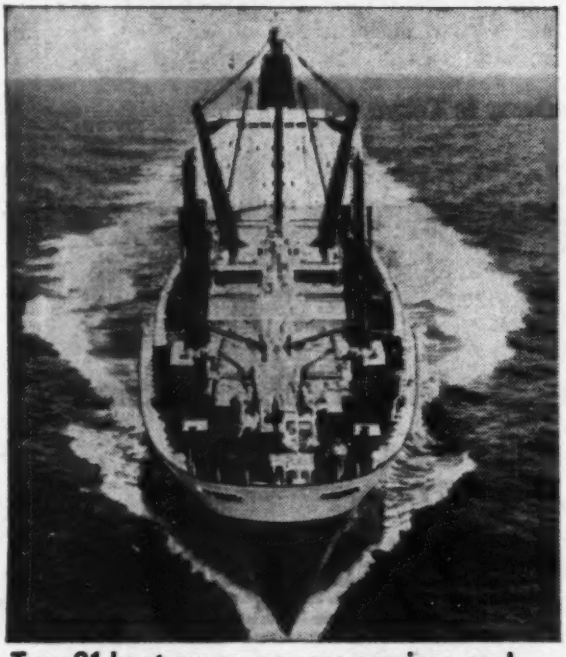

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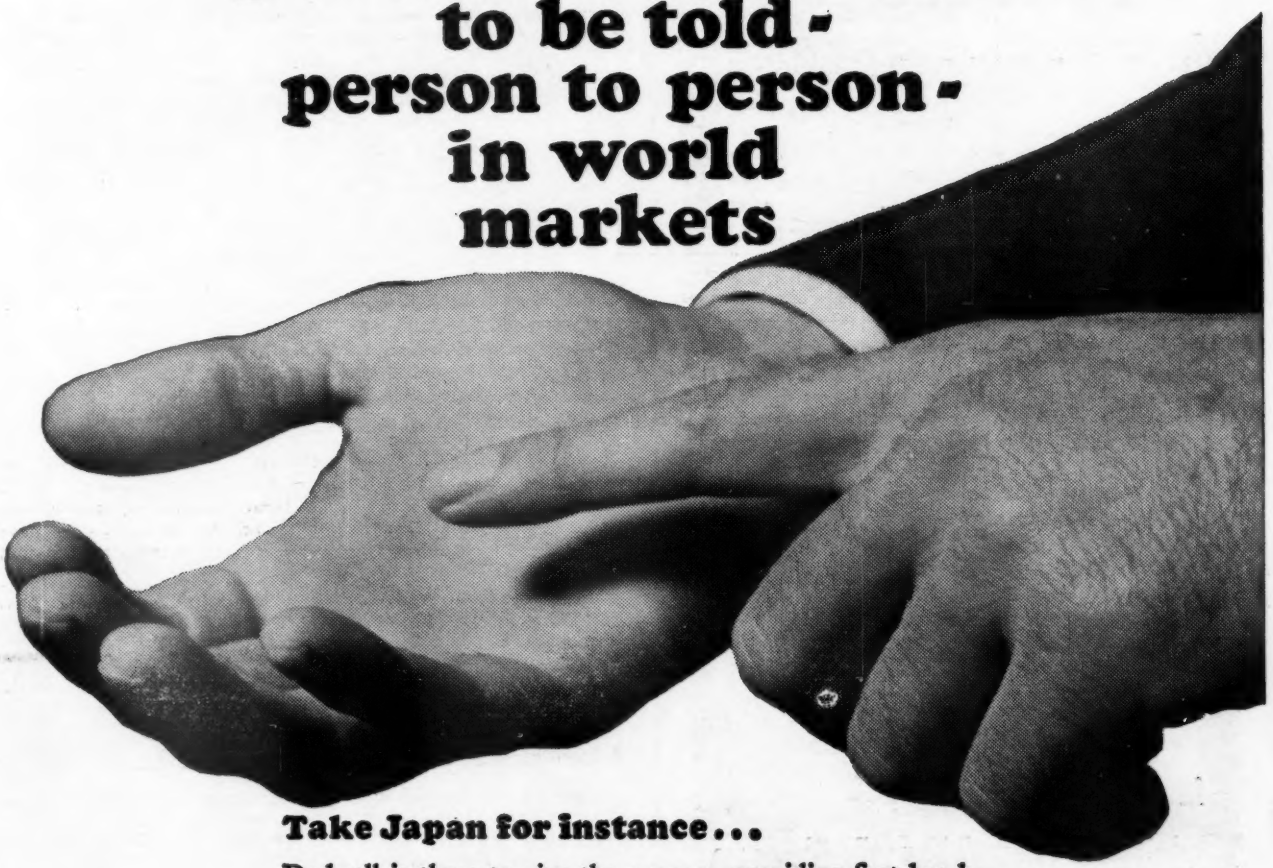

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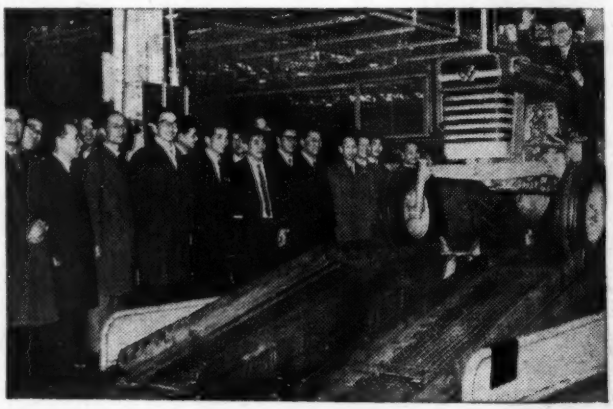
Every country has protectionist elements and every market has its own peculiar difficulties and problems, but, all in all, Japan is probably not more difficult than many other advanced markets. In any case, Japan now has the third largest GNP in the world, living standards are rising fast and the prospect is that Japan will continue to maintain growth rates much higher than any other advanced country.

British exporters will not lose by getting to know this market better and understanding the problems which it presents. These are not insurmountable and the rewards of effort can be well worthwhile. British exporters should not allow themselves to be put off by fears of Japanese protectionism or the reputed difficulties of the market. I say 'come and have a go'. We are ready to help in any way we can.

Previous articles in the series 'An introduction to the Japanese market' were: 'Japan today' (March 1); 'Japan – much scope for trade' (March 22); and 'Japan – market for consumer goods' (May 3).



Members of a study group from the Japanese farm machinery industry watch Massey-Ferguson tractors being made for Japan and other world markets. The group toured the British plant as part of a European Agricultural Machinery Survey and have been undertaking to study new developments and their application to conditions in Japan. Here they are seen at the end of the nearly quarter-mile-long final assembly tracks, which produce a new tractor every two and a half minutes. Three out of every four tractors made in the factory go to overseas markets, and in order to meet local conditions in individual countries, a possible total of some three million specification combinations can be built into the tractors on the assembly tracks. Represented in the group were members of the Shizuoka Co., Matsuyama Co., Yamaoto Co., Shinkowa Sangyo Co., Kaneko Co., Kamimori Co., Toyo Co., Saito Co., Mametora Co., Ushikubo Co., Nishide Co., Shin Kumamoto Kubota Co., Hiroshima Co., Kokusai Nogyosha Co.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: *49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St. Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.*

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Prime Minister visits new zinc smelting process

The Prime Minister at Avonmouth

MR. HAROLD WILSON, the Prime Minister, accompanied by Mr. Alan Williams, Parliamentary Secretary, Department of Economic Affairs, made an inaugural visit on May 10 to the £14 million No. 4 ISF Complex at Avonmouth of the Imperial Smelting Corporation, a major United Kingdom subsidiary of the Rio Tinto-Zinc Corporation Limited. The Prime Minister toured the plant, which is the largest, most modern and most highly automated zinc/lead blast furnace in the world using the Imperial Smelting process for the simultaneous production of zinc and lead. This process, pioneered and perfected by Imperial Smelting Corporation at Avonmouth and Swansea Vale, is a completely British technological achievement which has been licensed in 11 countries overseas. Some 500 guests visited the new complex, which will raise zinc capacity to 200,000 tons a year from Imperial Smelting Corporation (NSC) Ltd., the United Kingdom's sole zinc producer, and thereby save some £8 million a year of foreign exchange.

The Prime Minister was conducted round the plant by Mr. Val Duncan, chairman and chief executive of the Rio Tinto-Zinc Corporation, Mr. Max Freeman, chairman of Imperial Smelting Corporation, Dr. W. A. Johnson, managing director of Imperial Smelting Corporation, and Mr. S. Filer, managing director of Imperial Smelting Corporation (NSC).

The Prime Minister, in his speech, paid tribute to the Corporation's contribution to Britain's export and import saving drive. The Corporation, a member of the Rio Tinto-Zinc group, had spent 20 years of patient research and of painstaking and repeated trials which had brought the Imperial smelting process to its present stage. The new No. 4 smelter, the largest of its type in the world, had a planned capacity of 120,000 tons, an annual rate which represented an increase of 120 per cent in our home-produced zinc tonnage.

'This is a day on which the Corporation and, indeed, the guests as well, can feel justly proud that the new Imperial Smelting Process has been developed entirely by British engineers in the Imperial Smelting Corporation,' Mr. Wilson said.

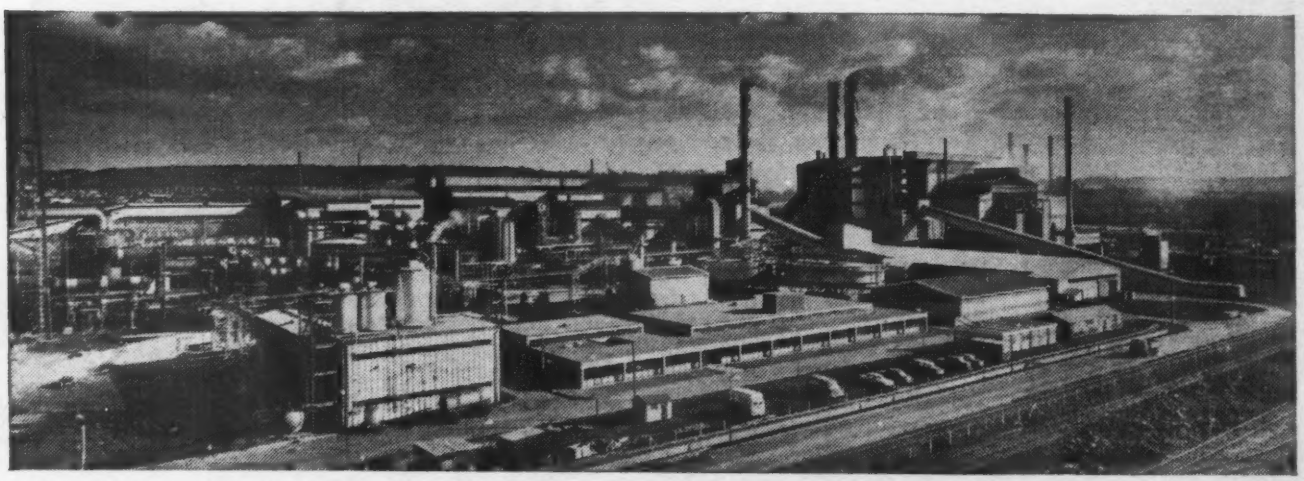
He continued: 'Today's ceremony reminds us of the leading position which British engineers and technologists continue to occupy on the world's scene and in particular of the pre-eminent position in the world of British metallurgical technology. Other countries have been quick to see the advantages of the new process, and a number of them, including Australia, Zambia, France, Germany, Japan, Rumania and Canada, have already obtained licences to use the process. The valuable foreign exchange being earned by the Corporation in royalties alone from these and other countries – royalties which already have been more than enough to cover the costs of research – illustrates the vital contribution which British engineers and technologists can make towards the improvement of our balance of payments and the growth of the economy. It is noteworthy, too, that the countries who have already adopted the Imperial Smelting Process include some of the most technologically advanced and sophisticated metal-producing countries.

'The new smelter, as well as being an important technological achievement and a formidable competitor for the electrolytic process, is also of national importance in the contribution it will make to improving the British balance of payments by the savings it will bring for our import bill and by the extra capacity and production it will make available for exports. The planned capacity of the new furnace will make for an increase of 120 per cent in our home-produced zinc tonnage. You will then be able to supply about two-thirds of the British market for zinc. Not only will this give advantages to zinc-using industries by bringing a vast new supply to their doorstep, but it will increase the ISC's total import saving contribution on zinc, lead and ancillary manufactures from around £7 million to some £12 million a year on present performance, and, indeed, for the future, with the new plant working at full capacity, the import saving potential from all your plants could rise to as much as £16 million a year. At the same time the development raises hopes for zinc exports from Britain, and the ISC is now entering the world market as an exporter. I do not have to stress how vital such developments are at the present time when we are in the process of switching resources towards import saving and the expansion of capacity for exports to take full advantage of the opportunity devaluation gives us to escape from the balance of payments constraint on the stability and growth of our economy.'

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).



Imperial Smelting Corporation Limited's new No. 4 ISF at Avonmouth seen from the north-west.

Ministerial Meeting of EFTA Councils

THE FOLLOWING communique was issued after the Ministerial meeting in London of EFTA Councils on May 9 and 10.

'The EFTA Council and the Joint Council of Finland and EFTA met at Ministerial level in London on May 9 and 10. Mr. Anthony Crosland, President of the Board of Trade of the United Kingdom, was in the chair.

'In the EFTA Council, with the Finnish Minister present in a personal capacity, Ministers reviewed developments in European integration since their meeting in Lausanne in October 1967. They noted that efforts by member countries to open negotiations with the European Communities had so far been unsuccessful. They reaffirmed their continuing determination to work for the wider integration of Europe which has always been an objective of EFTA.

'Discussions are at present proceeding within the European Economic Community on the possibility of interim solutions, including trading arrangements, pending the enlargement of the Community. Such solutions, which cannot be considered as a substitute for wider integration, might reduce the effects of the division of Europe. Ministers expressed their readiness to consider in a positive spirit any constructive proposals that might be put forward by the Community, provided that these proposals were in conformity with their international obligations. All EFTA countries should have the possibility to participate from the beginning in any negotiations for a trading arrangement which might follow without renouncing the aim of their respective Government policies to achieve either membership of the Community or any other form of participation in a wider European market. All Ministers undertook to consult fully in the event of any proposals being addressed to them individually or collectively.

'Ministers were unanimous in their view that, so long as the establishment of a single European market remained out of reach, their co-operation in EFTA should be actively pursued. Accordingly, they instructed the Councils at official level to work on lines set out in a programme which covers a wide range of activities. This programme, which takes account of the proposals put forward by the four Nordic EFTA Governments, is based on three main principles: first, to improve still further the trading opportunities opened up by the Free Trade Area; secondly, to permit a more precise interpretation of the provisions of the EFTA Convention, including the rules of competition; and finally, to extend consultation within EFTA in a number of fields. In reviewing current EFTA business Ministers took note of the extent of agreement reached by the working party on Government aids, and instructed the Councils at official level to pursue the study of the subject.

'Ministers discussed the impact on EFTA trade of the proposed expansion of aluminium smelting capacity in the United Kingdom with the assistance of Government aids available under general legislation and the effects which this could have on Norwegian exports. At the Councils' request the United Kingdom and Norwegian Governments agreed to have urgent further bilateral talks on this topic and to report to the Councils on them. The United Kingdom Minister said that his Government would take full account of these talks in arriving at decisions.

'Ministers expressed their satisfaction that the partners in the Kennedy Round of the United States had found it possible to envisage an accelerated application of the agreed tariff reductions. They recalled the constructive offer which EFTA Governments had made in this direction. They agreed to keep in close touch with each other and with the other participants in the Kennedy Round in order to maintain the present high degree of liberalization of world trade.

'At the invitation of the Austrian Government the next Ministerial meeting of the Council will take place in Vienna on November 21 and 22, 1968.

Mr. Crosland to visit USSR

MR. ANTHONY CROSLAND, President of the Board of Trade, accompanied by Mrs. Crosland, will be visiting the USSR from June 3 to 8, at the invitation of Mr. Patolichev, Minister of Foreign Trade of the USSR. During the visit, Mr. Crosland will review with Mr. Patolichev the progress of Anglo-Soviet trade, and they will carry further the discussions on the general lines of a new long-term trade agreement which started when Mr. Patolichev visited London last year.

The President will arrive in Moscow on June 3, and will leave Leningrad on June 8 for Copenhagen, where he is to open the British Engineering Week on June 10.

BoT President visits Bristol and Plymouth

MR. ANTHONY CROSLAND, President of the Board of Trade, visited Bristol and Plymouth on May 16 and 17.

Mr. Crosland arrived in Bristol on May 16 and was host that night at an informal dinner for representatives of the South West Economic Planning Council.

On May 17 Mr. Crosland will call on Brecknell, Dolman & Rogers Ltd., Bristol, machinery manufacturers and recent winners of the Queen's Award to Industry for technological innovation, to be followed by a meeting with the Bristol and West of England Engineering Manufacturers' Association, after which he will lunch with the Bristol Chamber of Commerce. He will later pay a courtesy call on the Lord Mayor of Bristol before travelling to Lulsgate Airport. After a brief tour of the airport Mr. Crosland will fly by helicopter to Plymouth, where he will attend an informal dinner to be given by Plymouth Corporation.

Mrs. Dunwoody's North-west visit

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, was expected to visit Barrow-in-Furness and Cumberland on May 16 and 17. As Minister with special responsibilities for the distribution of industry, her programme will include – May 16, a tour of Barrow-in-Furness, visits to Ferranti Ltd., meetings with the Barrow-in-Furness and District Employment Committee, with representatives of the Confederation of Shipbuilding and Engineering Unions, local authorities and other organizations, representatives of Millom RDC, at Whitehaven, representatives of Cumberland Development Council Ltd., and a visit to the Marchon Division of Albright and Wilson Ltd.

May 17, meet the Whitehaven Harbour Commissioners, representatives of the Whitehaven trades unions, visit the Workington Harbour and Dock Co Ltd., the Workington Iron and Steel Co.; Ectona Fibres Ltd., Siddick, the Board of Trade Northern Regional Sub Office at Cockermouth, meet representatives of Cumberland County Council and Carlisle City Council.

Prices and Incomes Bill

THE PROPOSALS foreshadowed in the White Paper on 'Productivity, Prices and Incomes Policy in 1968 and 1969,' Cmnd. 3590, were embodied in the Prices and Incomes Bill 1968 presented to Parliament, on May 14, by Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Unilever Ltd. and Smith & Nephew Associated Co. Ltd.

(2) Slater Walker Securities Ltd./Crittall-Hope Ltd.

(3) Initial Services Ltd./Allied Industrial Services Ltd.

First Secretary's meeting with CBI

MRS BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity saw representatives of the CBI at their request on May 9.

There was an informal exchange of views on a number of matters including the importance of the successful operation of the Productivity Prices and Incomes Policy, and in particular the importance of a positive approach to improved productivity as a means of achieving pay increases which the Policy encouraged.

The working of the Department's new Productivity Division was also discussed. The First Secretary outlined her ideas, and explained that she would be having detailed discussions in the near future with the CBI, TUC and nationalized industries.

Distributors' margins for paints referred to PIB

THE FIRST SECRETARY of State and Secretary of State for Employment and Productivity and the President of the Board of Trade on May 9 referred to the National Board for Prices and Incomes for examination the question of distributors' margins for building and decorative finishing paints, undercoats, primers and emulsion paints. The text of the reference is as follows:

'Manufacturers of paint have found it necessary to increase prices as a result of higher import costs due to devaluation. Because of the significance of the prices of certain types of paint for household maintenance the First Secretary of State and Secretary of State for Employment and Productivity and the President of the Board of Trade consider it desirable that the margins taken by distributors on such paints should be examined by the National Board for Prices and Incomes.

'Accordingly, in pursuance of their powers under Section 2(1) of the Prices and Incomes Act, 1966, the First Secretary of State and Secretary of State for Employment and Productivity and the President of the Board of Trade hereby refer to the National Board for Prices and Incomes for examination the question of distributors' margins for building and decorative finishing paints, undercoats, primers, and emulsion paints.'

World's first seven-sided coin to replace ten shilling note

THE DECIMAL CURRENCY BOARD announced on May 9 that a seven-sided coin with a shape technically called an 'equilateral curve heptagon' is to replace the ten shilling note. It will enter general circulation as legal tender for ten shillings in mid-October 1969, and it is thought it will be the first seven-sided coin ever to be put into actual use anywhere in the world.

The new 'silver' coin, made of cupro nickel, will have a diameter of 30 millimetres and a weight of 13½ grams, putting it about midway in size and weight between a two shiling piece and a half-crown. It will have a similar thickness to a halfcrown at around 2.5 millimetres and will have a smooth, i.e. non-milled, edge. It will be given the decimal denomination 50 new pence (written 50p) in readiness for D (Decimal) Day on February 15, 1971, when the United Kingdom changes over to decimal currency.

Purchase tax reduced on Christmas tree lights etc.

HM CUSTOMS and Excise announce that Christmas tree lighting sets and other decorative lighting sets are now taxable at 33⅓ per cent. After consultation with the Electric Lamp Industry Council Ltd., the Commissioners of Customs and Excise have agreed that these lighting sets are within the scope of Group 14 of the Purchase Tax Schedule and are therefore excluded from the 50 per cent charge under Group 29.

The 33⅓ per cent rate applies also to sets supplied without lamps and to lamps supplied separately.

This decision may be subject to review in the light of developments.

Purchase tax on domestic central heating systems

THE TREASURY have made an Order under Section 2(3) of the Purchase Tax Act 1963 entitled The Purchase Tax (No. 1) Order 1968 amending the Purchase Tax Schedule as shown below.

Goods affected. – The Order reduces from 30,000 to 20,000 British thermal units per hour the qualifying limit for the exemption from purchase tax of the gas-fired water boilers and electrical appliances for domestic central heating systems described in paragraphs 4 (i) and 5 (i) of the exemptions in Group 12 of the Tax Schedule.

Date of operation. – The Order applies to goods which are despatched on sale by registered traders to unregistered traders or appropriated to retail sale or other taxable purpose by a registered trader *on or after* May 13, 1968.

Amendments to the Purchase Tax Schedule. – With effect from May 13, 1968 the following amendments are accordingly made to Group 12 (as printed in heavy type on pages 37 to 39 of Notice No. 78):

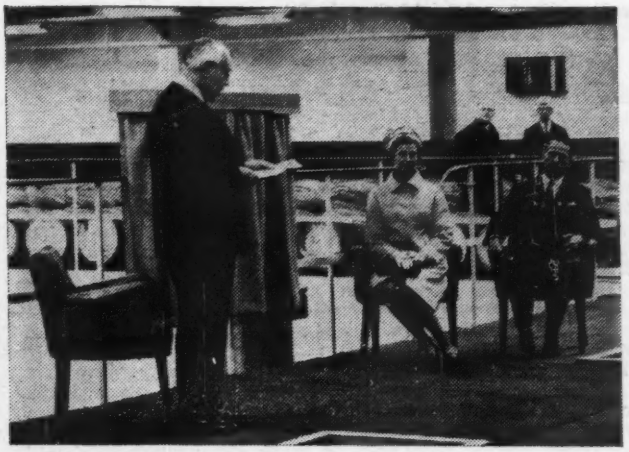
In paragraphs 4 (i) and 5 (i) of the heading 'Exempt', substitute 20,000 for 30,000 in each case.

Copies of the Order (Statutory Instruments 1968 No. 709) are obtainable (price 3d. net, by post 6d.) from HMSO, 49 High Holborn, London, W.C.1 and branches or through any bookseller.

PRODUCTIVITY AWARDS

Two employees of Garringtons Limited, Bromsgrove, have been presented with cheques to the total value of £600 by Mr. G. Onions, director and general manager of the company. Garringtons Limited, manufacturers of forged components mainly for use in automobile production, awarded Mr. Howard Bills, a machinist (left in picture), and Mr. Ken Smith (right), a die sinker, £340 and £260 respectively for ideas which will save time and money in production. This is the largest amount of money awarded by Garringtons since the introduction of their original suggestion scheme in December 1954, and the suggestions will result in a saving of about £6,000 per annum for the company. Mr. Bills has devised a method of machining worn clutch plates used on forging presses. Replacement plates purchased from America cost up to £750 each. Mr. Smith's idea of re-using old dies will save costly die steel, an important item in the production of forgings.

HM the Queen visited Nottinghamshire and Derbyshire on May 10, and while in Nottingham she toured the factory of Raleigh Industries Ltd. The picture shows the Queen touring Raleigh Industries by Land Rover accompanied by the chairman and managing director, Mr. Leslie Roberts. Raleigh export to over 140 different markets, and over 70 per cent of their total bicycle production is exported. Their biggest market is North America.



HRH Princess Alexandra seen at the new Blending Hall of John Walker & Sons Ltd. at Barleith, Ayrshire, which she opened on May 10. On the left is Mr. A. F. McDonald, chairman of the Distillers Company Ltd., who welcomed the Princess; and seated beside her is Mr. David C. Kerr, vice-chairman and managing director of John Walker & Sons Ltd.

New industry for Caernarvon

THE BOARD OF TRADE announce that the 25,000 sq. ft. advance factory at the Cibyn Hall Farm site, Caernarvon, has been allocated to the Aro Corporation (United Kingdom) Limited for production of portable industrial air tools and air line accessories. It is expected that when fully in operation the factory will give employment to about 100 men.

The Aro Corporation (United Kingdom) Limited is a wholly owned subsidiary of the Aro Corporation of Bryan, Ohio, which has seven manufacturing plants in the United States engaged in the manufacture of a wide range of industrial air tools, air control equipment, pneumatic logic systems and industrial pumping units, and has a 36 million dollar turnover.

The Caernarvon factory will be managed by Mr. R. M. Moore, who is at present managing director of the Aro Corporation (United Kingdom) Limited of High Wycombe. The decision to settle into Caernarvon was taken after a full examination of the facilities available in the various development areas and after a visit by two of the American vice-presidents, Mr. Eugene L. Jackson and Mr. Francis A. Stockwell, to Caernarvon in April: Mr. Marquard J. Anderson, the president of the Aro Corporation, who is visiting Europe, today flew from Belgium to finalize arrangements for the factory tenancy at the headquarters of the Welsh Industrial Estates Corporation at Treforest.

Mr. George Thomas, Secretary of State for Wales, said today that he warmly welcomed the news that the Aro Corporation had decided to take the Caernarvon advance factory. The company's production would further diversify the industrial structure of the area and bring much needed male employment. The fact that the advance factory had attracted a tenant shortly before construction was completed entirely justified the decision to build factory space in advance of demand at Caernarvon.

Notes:

Forty-one Government advance factories have been authorised for Wales since speculative factory building recommenced in November 1964.

Twenty-three of these factories have been completed or construction is approaching completion, seven are at earlier stages of construction and 11 are still in the preliminary planning stage.

Including the Caernarvon factory 16 factories have been let.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board** of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Britain will have its 'biggest industrial boom in 1970'

—BNEC Chairman

ADDRESSING THE British Council of the Australian-British Trade Association in London on May 8, Sir Derek Pritchard, chairman of the British National Export Council, said he believed Britain might well emerge in two years' time as the developed world's most dynamic economy. 'By then,' he added, 'the rationalization and regrouping of British industry which is now taking place will be beginning to show results. More efficient use of capital resources and new investment in plant and machinery should begin to become more effective. At about the same time many of our main competitors will be nearing the end of the cycle of effective use of machinery and processes they installed in the immediate post-war years. Once this country breaks out of the cage in which its economy has been pacing up and down for the past 20 or more years, we will, I believe, see the longest and biggest industrial boom we have known in the century. With it will come renewed and continuous investment in countries like Australia, and with that investment will come increasing participation in local manufacture.'

Continuing, Sir Derek said that it was a pertinent reflection on the basic strength of the trading position between Britain and Australia that before (and even more so after) devaluation there had been an enormous increase in the purchase at enhanced prices of shares in Australian enterprises by British investors. This not only reflected the great wealth and potential revealed behind the activities of the big Australian mining and industrial groups, it reflected the confidence of both institutions and individuals in Britain in the continuing growth of the Australian economy and a desire, despite restrictions on investment, to participate in that growth.

Sir Derek urged that both British and Australians should beware of out-of-date ideas about each other. 'Maybe the image of Britain in Australia is as outdated as the image of Australia in Britain. One of the answers is for more British businessmen to go out to Australia," he added.

There were plenty of up-and-coming firms in Britain today, he said, who knew what marketing meant, who knew that excuses were no substitute for prompt delivery; that the 'old pals act' was no substitute for competitive pricing; that an air letter was no substitute for a personal visit from a director of the firm at regular intervals to the market. 'We know that competition is going to get tougher, but devaluation has given us a price advantage over Japanese and American manufacturers. This has allowed us a chance to establish new footholds or strengthen existing shares of the Australian market which British firms neglect at their peril.'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made, in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 31, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	1, 2, 3, 4-Tetrahydro-1, 1, 2, 4, 4, 7-hexamethylnaphthalene	1, 1, 3, 4, 4, 6-Hexamethyltetralin	December 31, 1968	6417
29.03	Sodium ethylenesulphonate	Sodium vinyl sulphonate 25% solution	December 31, 1968	13156
	Sodium styrenesulphonate, mixed isomers	Sodium styrene sulphonate	December 31, 1968	13145
29.13	2-[α - (4 - Chlorophenyl) phenylacetyl] indane-1, 3-dione	2 - (α - p - chlorophenyl - α - phenylacetyl) indane -1, 3-dione	December 31, 1968	13160
29.25	Etymide hydrochloride	Etymide	December 31, 1968	13154
29.35	Hexocyclium methylsulphate	Hexocyclium methyl sulphate	December 31, 1968	13159
70.18	Optical glass in the form of sheets, slabs or moulded lens blanks, having, with reference to the D line of sodium, a refractive index (n_D) not less than 1·612 and not greater than 1·615 and a dispersive power (v_D) not less than 43·5 and not greater than 45·0; having also at a wavelength of 400 nanometres a light transmission for a 25 millimetres path of not less than 83%; and which acquires no visible stain when kept for 15 minutes at a temperature of 25° centigrade in contact with a buffered sodium acetate solution having a pH value of 4·6	Optical glass in the form of sheets	December 31, 1968	9320

Imports of shot guns

THE BOARD OF TRADE have issued Notice to Importers No. 1219 announcing that to coincide with the introduction of shot gun certificates on May 1, 1968, imports from all sources of all smooth bore guns, other than air-guns, have become subject to licensing control. For the purpose of this notice, shot guns are defined as smooth bore weapons with a barrel not less than 24 inches long. (Weapons with shorter barrels are already subject to control.)

Registered firearms dealers who already hold an open individual licence for the importation of firearms covered by Part 1 of the Firearms Act, 1937, will be able to import shot guns without making fresh applications.

Licences will only be granted to an individual if a shot gun certificate in his name can be produced at the time of application. Arrangements have been agreed with HM Customs, however, whereby a shot gun imported in personal baggage and fully declared to Customs will be allowed in without a licence. A shot gun owner who is resident in Great Britain is legally bound by the requirement to have a shot gun certificate from the police whenever he is in Great Britain, but any person who has been in Great Britain for not more than 30 days in all in the preceding 12 months is exempt from this requirement.

Applications for licences should be made on form ILB/A and sent to the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	April 23, 1968	
763,830	Standard Telephones and Cables Ltd.	Storage of intelligence in electrical form.
910,784	Standard Telephones and Cables Ltd.	Electromagnetically operable sealed switch.
916,427	Standard Telephones and Cables Ltd.	Oscillator circuit.
978,655	*Girodin*, Marius Georges Henri	Method of lubrication of swach-plate mechanisms.
	April 24, 1968	
847,305	Standard Telephones and Cables Ltd.	Method of reading-in and reading-out information contained in ferrite-core storage matrix.
911,816	Standard Telephones and Cables Ltd.	Process for the central evaluation of the charges accruing from several spatially separated telecommunication exchange systems.
971,069	Laminoirs d'Alsace	Laminated wrapping material.
972,152	Osaka Kinzoku Kogyo Company Ltd.	The preparation of uranium dioxide.
980,247	Brown, Boveri & Co. Ltd.	Pressurized gas circuit breaker with multiple interruption.
1,053,060	Societe d'Etudes et d'applications Industrielles, Commerciales et Immobilieres Intertechnique.	A motion converting mechanism for a piston-cylinder type machine.
1,057,895	Gevaert Photo-Producten N.V.	Influencing of the viscosity of gelatin-polymer solutions.
	April 29, 1968	
782,408	Standard Telephones and Cables Ltd.	Data processing system.
801,540	Standard Telephones and Cables Ltd.	Pulse-counting apparatus.
812,386	C.I.C. Engineering Ltd.	Footwear with strengthened or reinforced toe portions.
818,118	Standard Telephones and Cables Ltd.	Bi-stable circuit.
888,986	The Dunlop Company Ltd.	Hydrocarbon copolymers and their method of preparation.
891,405	Standard Telephones and Cables Ltd.	Circuit arrangement with transfluxor.
908,386	Standard Telephones and Cables Ltd.	Data read-out system.
984,100	Nobel-Bozel	A new method of manufacturing acrylamide.
1,015,656	Agfa Aktiengesellschaft	A process for increasing the sensitivity of photographic silver halide emulsions.
1,027,468	Koefoed, Hanberg, Marstrand og Helweg Aktieselskabet Titan.	Improvements in centrifugal separator bowls.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), *the* Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and* 50-*year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Rubber and plastics processing ITB's first levy and grant year recommendations

THE RUBBER and Plastic Processing Industry Training Board has announced that since its establishment in August 1967, over 1,750 companies employing some 218,000 persons have been registered as within the scope of the Board. The Board has decided to help company accountants plan their budgets and other general financial arrangements by announcing it is recommending to the Department of Employment and Productivity that the first Levy, Grant and Training years should run from September 1, 1968 to August 31, 1969.

With the exception of the proposals already announced to grant-aid the training of Training Officers and Instructors from December 1, 1967, it is the Board's present intention not to make any payment of grants for periods prior to September 1, 1968. At the moment the Board is still calculating its levy requirements which cannot be announced until they have been approved by the Department of Employment and Productivity. However, when agreement has been reached the Board is thinking of asking for payments to be made in three instalments. It is also proposing to ask companies to apply for payment of grants twice a year – initially in respect of the six months ended February 28, 1969, and later in respect of the six months ending August 31, 1969.

Three-day conference in Harrogate

A CONFERENCE on 'Management and Manpower Utilization' is being held at the Old Swan Hotel, Harrogate, from May 16 to 18.

The conference has been sponsored by the Department of Employment and Productivity with the Institute of Personnel Management and the British Institute of Management.

Feasibility study on desalination for water supply

A JOINT ANNOUNCEMENT has been made by the Ministry of Technology and the Ministry of Housing and Local Government concerning a feasibility study into the prospects of desalination for water supply which has shown that the use of desalination plant in conjunction with reservoirs, rather than as separate sources, can provide desalted water at a much more reasonable cost than was previously envisaged.

The study began in 1964, being financed wholly by the Department of Scientific and Industrial Research. Administrative control and payment of the study was transferred to the Water Resources Board from April 1965 onwards.

The study was carried out by the Water Research Association, Medmenham, Marlow, Bucks, and the report is WRA Technical Paper TP 60, available on request from the association, price £5.

Conference on international licensing

A TWO-DAY CONFERENCE on international licensing is to be held at the Hilton Hotel, London, from June 13 to 14. The conference will be concerned particularly with licensing arrangements relating to the United Kingdom and the countries of the EEC but will also include licensing developments in the United States and the USSR.

The conference is being convened jointly by the British Institute of Management and the Licensing Executive Society, United Kingdom branch. Inquiries should be made to the Conference Secretary, British Institute of Management, Management House, Parker Street, London, W.C.2.

IMPORT DUTIES (GENERAL) (No. 4) ORDER, 1968

First instalment of Kennedy Round duty reductions; and certain other tariff changes

The Order

THE TREASURY has made the Import Duties (General) (No. 4) Order, 1968. The Order comes into operation on July 1, 1968, and has been published as SI 1968 No. 679.

The Order consolidates the Import Duties (General) (No. 11) Order, 1966, and the various Orders amending it; implements the first instalment of the Kennedy Round tariff reductions, coupled in some instances with the last instalment of the Dillon Round tariff reductions; effects some simplifications of the Tariff which were agreed during the course of the Kennedy Round; eliminates certain unnecessary tariff sub-headings; and substitutes import duties for the present revenue duties on hops and certain hop products.

The Kennedy Round

The results of the Kennedy Round of Trade Negotiations which took place in Geneva from May 1964 to June 1967 are summarized in a White Paper (Cmnd. 3347) which was published on July 12, 1967. The full list of tariff concessions agreed by the United Kingdom is contained in Schedule XIX to the Geneva (1967) Protocol to the General Agreement on Tariffs and Trade and published in Volume II of the Legal Instruments embodying the results of the 1964-67 Trade Conference (see *Board of Trade Journal* of December 1, 1967, page 1375).

Under the terms of the Protocol participants may make their total tariff reductions in amounts not less than and on dates not later than the following: (a) five equal annual instalments starting on January 1, 1968; or (b) two-fifths of the total reductions on July 1, 1968, and the remainder in three equal instalments on January 1, 1970, 1971 and 1972. The United States and 12 other countries have adopted the first method; the United Kingdom, EEC and Japan are amongst the countries adopting the second method. The Import Duties Order implements the first stage of the United Kingdom's concessions by reducing the full rate of duty (and, where applicable, the Commonwealth preferential rate) on a very wide range of industrial goods and on some agricultural goods.

In accordance with the undertakings given by the United Kingdom in the Kennedy Round certain tariff sub-headings have been amalgamated, thus simplifying the tariff, and the basis on which duty is charged on some goods has been changed. These modifications include the conversion of some duties from a specific to an *ad valorem* basis, the simplification of some mixed specific/*ad valorem* duties and a change in the basis on which duty is charged on some textile products containing silk or man-made fibres, *viz.* to assess the duty according to the percentage *weight* of the silk or man-made fibre components instead of the percentage *value* as hitherto. (See *Board of Trade Journal* of March 29, 1968, pages 976-977.)

The Dillon Round

The results of the Dillon Round of Trade Negotiations which took place in Geneva from September 1960 to July 1962 are summarized in a White Paper (Cmnd. 1804) published in August 1962. The present Order implements the final stage of the United Kingdom's concessions on certain motor vehicles and motor vehicle parts.

Hops and hop products

The Order also imposes protective duties on hops, hop extracts and hop oil to replace the existing revenue duties on these products. The rates of duty are unchanged except that such goods originating in and consigned from the Republic of Ireland become free of duty in acordance with the Agreement of December 1965, establishing a Free Trade Area between the United Kingdom and the Republic of Ireland.

How to obtain copies of the Order

Copies of the Order are available from HMSO. The rates of import duty to apply from July 1, 1968, are also shown in a revised edition of HM Customs and Excise Tariff to be published early in June.

Any inquiries relating to this notice should be addressed to Tariff Division, Board of Trade, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2495).

During the recent London Chamber of Commerce mission to East Africa Mayor Lugonzo, of Mombasa, presented a plaque to Mr. W. A. Newton Jones, the mission's leader, to be passed on to the Lord Mayor of London. In this photograph Mr. Newton Jones (right) is seen presenting the plaque to Sir Gilbert Englefield, Lord Mayor of London, at the Guildhall on May 6. Mr. R. D. H. Voyce, secretary to the mission, which visited Kenya, Uganda, Tanzania and Uganda from March 16 to April 4, is on the left of the picture.

Czech trade mission visits British engineering firms

A TRADE MISSION from Czechoslovakia arrived in Britain on May 13 under arrangements made by the Gauge and Tool Makers' Association. The mission's programme includes visits to Nuckey, Scott and Co. Ltd., Enfield, Middlesex; Thomas Mercer Ltd.; St. Albans, Herts; Desoutter Bros. Ltd., London; L. M. Van Moppes and Sons (Diamond Tools) Ltd., Basingstoke, Hants; Coventry Gauge and Tool Co. Ltd.; Wickman Wimet Ltd., Coventry; Alfred Herbert Ltd., Coventry; B. S. A. Broach Co. Ltd., Redditch, Worcs; B. S. A. Tools Ltd., Birmingham; Aldridge Tool and Engineering Co. Ltd., Aldridge, Staffs; Moore and Wright (Sheffield) Ltd.; Sheffield Twist Drill and Steel Co. Ltd.; Firth Brown Tools Ltd., Sheffield; Easterbrook, Allcard and Co. Ltd., Sheffield; Samuel Osborn and Co. Ltd., Sheffield, and Frank Guylee and Son Ltd., Sheffield. During their stay their mission will also visit the International Instruments Electronics and Automation Exhibition at Olympia, London. The mission will return to Prague on May 24.

Over 2m. visited Tower of London—top tourist attraction in 1967

THE MOST POPULAR historic building in Britain is the Tower of London, which attracted more than 2,025,000 visitors last year. Next came Lord Montagu's Beaulieu, with 552,000 visitors, followed by Hampton Court Palace (544,000) and the Duke of Bedford's Woburn Abbey (500,000).

These placings are shown in the first official list of visitors to historic properties published by the British Travel Association.

The list gives numbers of visitors in 1967 to more than 220 privately-owned houses and other historic properties in the care of such bodies as the Ministry of Public Building and Works, the National Trust and the National Trust for Scotland.

A British Travel Association spokesman said it was hoped to produce an annual list of visitors to historic properties. 'Britain's historic houses and buildings are a major attraction for British and overseas holiday makers,' he said. 'Last year an estimated total of 18 million visits were made to historic buildings and monuments in this country.'

Survey on constructional steelwork industry in Sweden

THE EXPORT GROUP of the British Constructional Steelwork Association Ltd., will sponsor a market research survey of the Swedish constructional steelwork industry to be undertaken during the period May-August 1968. BNEC support for the project has been obtained, and the object of the survey is to obtain essential statistical and market information on which to assess the scope for increasing the export of British constructional steelwork to Sweden. Organizations (other than members of the British Constructional Steelwork Association) which would like to obtain further information, or to purchase a copy of the survey when it becomes available later this year, should write to: The Export Director, British Constructional Steelwork Association Ltd., Hancock House, 87, Vincent Square, London, S.W.1.

Opportunities for hospital equipment in Australia

A £37.5 MILLION hospital equipment market in Australia is described by Mr. S. M. Davies, Director of Supply, Ministry of Health, and Mr. M. C. Hardie, hon. secretary of the British Hospital Export Council, who have just completed a three week visit to Australia, sponsored by the British National Export Council.

Their report describes how Australia is planning an immense hospital building expansion involving £150 million over the next five years, of which 25 per cent or £37.5 million will be for equipment. Generally speaking British firms have been slow in appreciating the growth potential of the Australian medical market.

Copies of the full report can be obtained from the British Hospitals Export Council, 24 Nutfield Place, London, W.1.

Lord Erroll at the London Chamber of Commerce AGM

'OUR Fairs and Exhibitions Department is now, with the help of the Board of Trade, the largest organization of its kind in Britain,' said Lord Erroll of Hale, president of the London Chamber of Commerce, in his address to the London Chamber of Commerce annual general meeting on May 14. 'This is a fine achievement on the part of the London Chamber, one of great value to its members and a substantial factor in Britain's export drive.'

Earlier Lord Erroll had said that as deputy chairman of the Decimal Currency Board he would like to use this occasion to remind members that in a little over two and a half years Britain would have a decimal currency system. 'I want to rub in that you should all get cracking now – not next month, or next year', said Lord Erroll. 'Set up a Decimal Currency Committee in your own organization, if you have not already done so, or if you prefer it nominate one man on the staff who will be responsible for all aspects of the change over in your own firm. The Banks go decimal on D-day. Will you be ready to write cheques in the new currency? Will you be ready to receive decimal cheques? Will your existing prices slot readily into decimal units? Are your accounting machines converted, or convertible? These are your problems. The DCB can give you help and advice but it will not do the job for you. To use a well-worn phrase: 'You have been warned'.

Lord Erroll then reminded members of the great trading opportunities which EFTA provided for Britain, now that there were no industrial tariff barriers. 'I personally believe that one of Britain's greatest export opportunities lies in the EFTA markets stretching from Portugal, through Switzerland and Austria to the Nordic countries.'

The London Chamber of Commerce announced this week that Mr. Douglas Clarke, senior partner in Pannell, Fitzpatrick, Graham and Crewdson, had been elected chairman of the Council of the Chamber in succession to Mr. R. E. Brook.

Aviation and Shipping

Publication of Air Safety Review

AS ANNOUNCED by Mr. Anthony Crosland, President of the Board of Trade, the Report of the Special Review of the Safety Performance of United Kingdom Airline operators was published on May 13.

One of the main conclusions of the Review is that 'there is no evidence that any aircraft operator currently in possession of an Air Operator's Certificate is not competent to secure the safe operation of aircraft within the terms of the Certificates, or that any type of aircraft currently in use is below an acceptable level of airworthiness'.

The Review was ordered by the then President of the Board of Trade following accidents in June 1967 to a DC4 aircraft of Air Ferry at Perpignan, and to an Argonaut aircraft of British Midland Airways at Stockport.

The purpose of the Review was to make a rigorous scrutiny of the way in which operators of the United Kingdom-registered public transport aircraft do in practice meet safety requirements. It was conducted by the Director of Aviation Safety, Board of Trade, and by the Air Registration Board, with the assistance of Sir Frederick Brundrett and Captain F. A. Taylor as independent advisors.

Airline competence

There are 41 air transport operators who hold Air Operators' Certificates, and special investigations and inspections were made of each operator. The Review concludes:

> 'there is no evidence that any aircraft operator currently in possession of an Air Operator's Certificate is not competent to secure the safe operation of aircraft within the terms of the Certificates, or that any type of aircraft currently in use is below an acceptable level of airworthiness.'

Age of aircraft

The Review examined, from the safety point of view, the effect of age on aircraft, and concludes:

> 'the concept that there is a deterioration in the physical condition of old aircraft is, in general, false. . . . A policy of retirement of aircraft at an arbitrarily defined age would not necessarily lead to improved airworthiness overall. Certainly the cost would be out of all proportion to any improvements achieved in the safety level.'

United Kingdom safety record

An analysis of notifiable accidents to British registered aircraft from 1955-67 is published in the report, and the Review, on the basis of a statistical comparison with safety levels of other countries concludes:

> 'the safety level of the United Kingdom civil air transport undertakings taken as a whole has improved over the past 10 years . . . but is below that achieved by the airlines of the United States and Australia.'

Independents compared with corporations

The Review compares the safety levels of the United Kingdom Independent Airlines with the two Air Corporations. Taking account of the dissimilarities in the nature of their operations, the Review concludes:

> 'The overall safety level of United Kingdom Independent operators taken as a whole over the last 10 years and in each five-year period was significantly lower than that of the Corporations taken together. It is recognized that the circumstances of the Independent operators differ from that of the Corporations.'

Improvements in safety levels

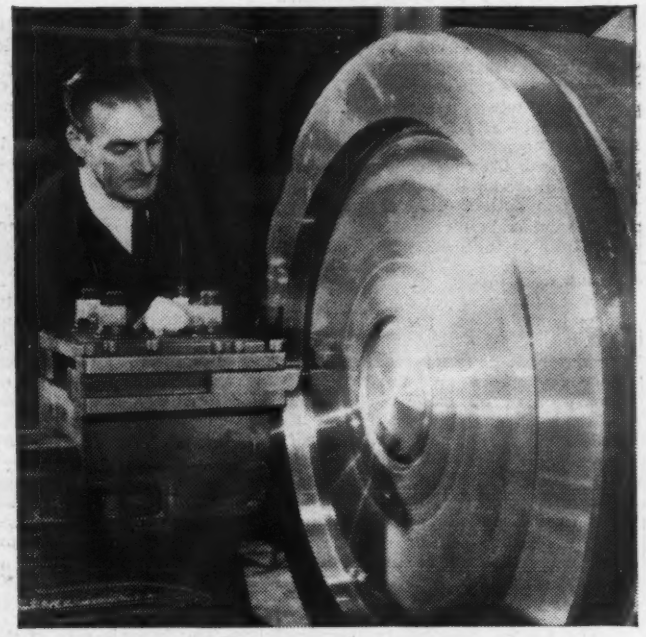
The Review says that it is rarely possible to isolate a single failure as the cause of an accident, but rather that most accidents are related to the overall operational environment. It concludes:

> 'Any improvement in safety level depends in large part therefore on a general improvement in operational environment, including ground facilities.'

Air safety costs money

Without actual study of the financial resources of airlines, those conducting the Review have the impression that airlines find that the achievement of high standards of operation and maintenance is very costly, and in some cases this puts a severe strain on available financial resources, concluding:

> 'safety cannot be secured cheaply. . . . It is essential that the available finance shall match the scale of operation, otherwise standards of operation and maintenance will tend to fall, morale will be lowered and all of this will have a significant and far-reaching effect on operational environment.'



The new types of aircraft engine currently being developed require extremely large turbine discs. As a leading supplier of drop forgings to the aircraft industry, The Firth-Derihon Stampings Ltd., with factories at Sheffield and Darley Dale, play an important part in the general advancement of this vital industry. The picture shows final machining operations being carried out on a die to be used in the drop forging of one of the largest turbine discs yet produced.

Airline management

To create a favourable environment a thoroughly competent management with adequate supporting staff is vital, says the Review, concluding:

> 'Unfortunately many operators have not tackled the problem of training for management in the operational and technical fields and management resources in general are spread thinly, and as a result more frequent attention by the Directorate of Aviation Safety and the Air Registration Board has been necessary. The Directorate has been grossly understaffed to meet this heavy burden.'

Pilot training

The Review finds that in the majority of cases there is nothing lacking in the integrity of training captains or of pilots in general, and pays tribute to pilots as 'men of high principle fully conscious of their responsibilities in regard to safety'. It points out, however, that:

> 'with a number of operators there is a need for improvement in respect of specialized tuition in the techniques of training and testing; ground training, base and line training must be conceived as a whole. Crew members must be trained to work together as a team in the operation of the aircraft; there is room for improvement in the development of flight deck management techniques.'

Ground facilities

The Review finds that 'in some instances hangarage, workshop and office facilities are limited, and for a variety of reasons construction of new or adaptation of existing buildings often lags behind the expansion of air services. As a result maintenance work and the planning and supervision of flying operations are not infrequently carried out in conditions below the desirable standards.

(Continued on next page)

AIR SAFETY REVIEW, *continued*

It also found that there is a scarcity of training facilities in the nation as a whole, both for technical management and for engineers. Concluding:

> 'The increasing complexity of modern aircraft urgently demands much more exacting standards of maintenance and overall arrangements.'

The Review draws attention to present legislation which permits individual licensed engineers to take full personal responsibility for the maintenance standards on individual aircraft. Concluding:

> 'The system of approval of the complete organization, already applied in the overhaul field, could with advantage be applied also in the maintenance field.'

Small operators

The Review states that both from the operational and airworthiness points of view, some of the small operators work under considerable difficulties, a situation which is aggravated by the relatively large number of small operators. Their size and, perhaps, lack of finance give rise to problems in forward planning and provision of training as well as of adequate technical support of aircraft away from base. The Review accepts that safety and efficiency are not necessarily linked with size – there are some very good small operators – but concludes:

> 'There can be little doubt that, in the operation of the larger and more complex public transport aircraft, adequate operational, maintenance and overhaul arrangements would be easier to attain if there were fewer and stronger operator units, thereby creating a better environment for the safety of travel by air.'

Board of Trade and Air Registration Board

The Review describes the responsibilities and organization of the Aviation Safety Division of the Board of Trade and of the Air Registration Board. It finds that:

> 'the Directorate has suffered many staffing difficulties, and, in particular, until recent months, the Flight Operations Inspectorate has never effectively been at more than half the complement that is accepted as necessary, and that the Civil Aviation Flying Unit has been no better placed. The organization and complement of the sections which deal with pilot licensing and training matters had become increasingly inadequate for their task; they have now been reorganized.'

Some minor improvements in the arrangements of the Air Registration Board are in hand.

Information on aircraft 'incidents'

The Review states that the United Kingdom safety record must be improved and further attention must be given both by the Board of Trade and the industry to the overall raising of standards. It concludes:

> 'that timely information not only on accidents but on *all* occurrences that could endanger aircraft would be a valuable means of preventing accidents.'

Besides the conclusions, mentioned above, the Report makes a number of recommendations, some addressed to the Board of Trade, some to the Air Registration Board, and some to operators. In particular it recommends a reorganization and strengthening of those directorates in the Board of Trade primarily concerned with inspection and certification. As the Report contains comments about the structure of the air transport industry, the authors recommend that it should be made available to the Edwards Committee (which is inquiring into the economics and finances of the air transport industry and methods of regulating competition).

The Report also contains additional personal comments by each of the independent advisors. Captain Taylor recommends that the Edwards Committee should take note of the views expressed in the Report in regard to the relationship between the structure of the air transport industry and aviation safety; and to the relationship between the functioning of the Air Transport Licensing Board and aviation safety. He also recommends that a unified control of the aviation safety function in the United Kingdom be established in place of the present organization. In an Appendix he outlines his ideas for a basic reorganization, although recognizing that such a reorganization would require the fullest consideration and discussion to resolve the many problems associated with it.

Sir Frederick Brundrett considers that any operators working under conditions of severe financial strain must find it extremely difficult to comply with all the requirements laid down to ensure safety; and that whatever criticisms may be laid at the door of the statutory authorities, there is no doubt that their activities have been beneficial from the safety point of view. He considers that the responsibility of judgment thrown upon the statutory authorities in the matter of the adequacy of the operators' financial resources is very difficult, and hopes that the Edwards Committee will give particular attention to this point.

Copies of the 'Report of the Special Review of the Safety Performance of United Kingdom Airline Operators' can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 8s. 6d., or by post 9s. 2d., from HMSO, PO Box 569, London, S.E.1.

Notes:

The President announced in the House of Commons on April 4 that although his predecessor had promised only to make the conclusions available to the House, the Report is of such general interest and importance that he proposed to publish it in full as soon as it could be reproduced.

Mr. Crosland informed the House of Commons on April 24 that the Report would be published on May 13.

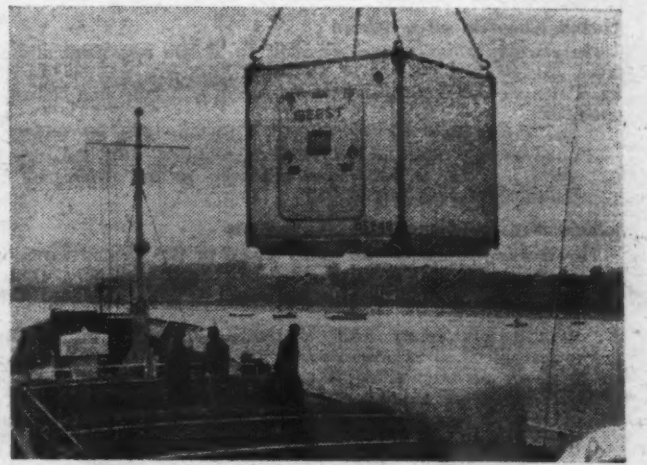
The Report, and in particular one of the independent advisers,' makes detailed recommendations about the regulatory machinery (Board of Trade and ARB). On April 4 Mr. Crosland said: 'I am studying the more detailed recommendations about the regulatory machinery in the context of changes which I am already in process of making. I had already decided to appoint a Director-General to supervize the safety work and certain other professional Directorates. I shall appoint him to exercise the statutory function of Director of Aviation Safety when the present Director retires on April 17. It will be his task to reorganize the work so as to provide simplified lines of command and greater concentration on training, licensing and the inspection of operations.'

Mr. Crosland announced on April 18 that he had appointed as Director-General Group Captain J. B. Veal, formerly Chief Inspector of Accidents.

Appointment to Northern Ireland Civil Aviation Advisory Committee

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Minister of Home Affairs of Northern Ireland, has appointed Mr. E. W. S. King, as a member of the Northern Ireland Advisory Committee for Civil Aviation.

Mr. King is chairman of the John Kelly Limited Group of companies and of Thomas Somerset & Co. Ltd. He is a director of the Ulster Merchant Finance Ltd., The British Marine Mutual Insurance Association Ltd., E. & M. Thompson Ltd., and Fragonard Ltd., and member of the Belfast Harbour Commissioners, the Northern Ireland Tourist Board, the Advisory Committee to Ulster Bank Ltd., and Council of the Chamber of Shipping of the United Kingdom.



Geest Industries of Spalding have inaugurated the first fully containerized delivery service to the German interior which guarantees exporters a 48-hour delivery time from Ipswich. The container ship 'Geeststroom' – newly refitted to accommodate 38 units and specially modified for Rhine use – made its first voyage from Ipswich on May 2 with export goods worth thousands of pounds. The picture shows a Geest container being hoisted aboard the 'Geeststroom' at Cliff Quay, Ipswich, prior to the first scheduled sailing to Emmerich on the Rhine in Germany.

Future of Furness Shipyard

THE MINISTRY of Technology announce that representatives of the Northern Group of Labour Members of Parliament including the MPs most concerned on Teesside, met the Minister of Technology on May 9, to discuss the future of Furness Shipyard.

They represented very strongly the important employment issues raised by the decision of the company to close the yard and explained in detail the reasons why they thought that this yard should find a permanent place in a North-East shipbuilding complex.

The Minister promised to give full consideration to the points that had been made. But he pointed out that, as had emerged from the Report of the Working Party set up in March to consider this issue, there were formidable difficulties in the way of finding a solution.

He promised to give full consideration to the points raised and made it clear that no final decision had been reached. The Government were still examining the problems caused by the company's decision to close the yard.

It was agreed that there would be a further meeting.

The Hovercraft Bill

THE Hovercraft Bill was published on May 8. The hovercraft, being a comparatively new form of amphibious transport requires legislation to remove the doubt which exists as to how it should be treated under the law. The purpose of the Hovercraft Bill is to establish the definition of hovercraft so that, for purposes of jurisdiction, liability, registration, safety regulation and other matters hovercraft can be treated in their own right as distinct from ships and aircraft.

In most respects the Hovercraft Bill is an enabling bill. It empowers provision to be made by Order in Council for safety certification to replace the present system by which hovercraft are given 'Permits to Fly' issued under the Air Navigation Order, 1966. Other items to be covered by an Order include investigation of accidents, noise and the delegation of functions. It is felt that the development of the hovecraft can be best served by applying regulations which are appropriate to hovercraft and not to some other form of transport. The details of how the provisions will be applied will be discussed with the manufacturers, operators and other interests concerned, with whom consultative machinery has been established.

The Bill also provides for the establishment of a regime for operator's liability which combines certain aspects of the regime applicable to aircraft and certain aspects of the regime for ships' liability.

With more immediate effect, the Bill will provide for jurisdiction so that actions will lie before the Admiralty Court in respect of hovercraft operating in a marine environment. The Bill also aims to plug a number of possible loop holes in the law by specifying in the Schedule certain enactments where references to ship should be taken to include references to hovercraft. The Bill also replaces the new definition of hovercraft for other definitions appearing in various existing Acts.

So far as is known, no other country has yet introduced separate legislation for hovercraft, in the development of which the United Kingdom continues to maintain her lead.

During the summer Sperry customers and distributors throughout Europe will have the opportunity of seeing in their home towns a working demonstration of a fully operational Seatrac 16-inch marine radar. A 22 ft. caravan has been especially fitted out to take the radar, the roof being strengthened to take the 12 ft. antenna and power being provided by the towing vehicle, a long wheel base Land Rover.

New appointment at Newcastle Marine Survey Office

MR. G. KELLY, principal officer at the Board of Trade Marine Survey office, Newcastle-upon-Tyne, will retire on May 31. His successor will be Mr. J. F. Mitchell, who will take up his appointment on June 1.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 - Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, MAY 7

Development at Abertillery

Mr. Anthony Crosland, President of the Board of Trade, was asked – since nearly the whole of the Abertillery constituency was designated as a special development area – what action had been taken to provide new industry in the area; and how many new jobs had been created. In reply Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade said that an idc had recently been issued for a new factory at Abercarn, but no details could be disclosed of an individual project. The Board of Trade were continuing to bring to the notice of all suitable firms seeking development area locations the facilities for development which Abertillery offered.

Direct investments overseas

Asked what were the latest figures of the approximate total British investments, imports from, and exports to, the Republic of South Africa, Mozambique and Angola, and the rest of Africa, respectively, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied: 'The latest figures of the book values of British direct investments overseas are contained in Table 1 of the article "Book Values of Overseas Investments" in the *Board of Trade Journal*, January 26, page vii. The latest figures of imports and exports would be found on pages 282-284, 286, 287 and 289-291 of the Overseas Trade Accounts for March 1968.'

Business with Spain

In reply to a question as to what was the estimated total cost to the balance of payments as a result of United Kingdom citizens visiting Spain on holiday and/or business last year, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade said about £40 million, excluding the overseas costs of transport to and from Spain, for which information was not readily available.

WEDNESDAY, MAY 8

Non-Scottish firms in Scotland

A Member asked how many persons were employed in Scotland by the 80 United States firms set up since 1945, the 20 overseas firms set up since 1945 and 220 Welsh or English firms set up since 1945, respectively. Mrs. Dunwoody replied: 'About 42,000, 8,000 and 50,000 respectively.'

Industrial development

The President was requested to safeguard local authorities by bringing to their notice information in his possession bearing on the credibility and reputation of alleged industrial developers. Mrs. Dunwoody answered that it was the responsibility of local authorities to make their own inquiries about the credibility and reputation of developers. Where a developer was also applying for financial assistance under the Local Employment Acts, the Board of Trade was prepared, on request and if the applicant agreed, to advise the local authority what assistance, if any, had been offered.

Questions were also asked about industrial development in Nottinghamshire, Derbyshire, and the Consett and Stanley areas of County Durham.

Aluminium smelters' project

Mr. Crosland was asked whether discussions with the United Kingdom's European Free Trade Association partners on the aluminium smelters project had now been concluded: The President answered, 'Discussions with our EFTA partners on aluminium smelters have not been concluded. The matter is likely to be considered further at a meeting of the EFTA Ministerial Council later this week.'

(*See page* 1497 *for EFTA Ministerial Council communique*)

Trade with Commonwealth, Rhodesia and South Africa

Mrs. Dunwoody gave the following information to a Member who asked what proportion of British exports and imports were represented by British exports to and imports from the Commonwealth, plus Rhodesia and South Africa, in each of the years 1960 to date; and what was the average proportion in the periods 1920 to 1938 and 1950 to 1959.

Imports from and exports to the Commonwealth(a) plus Rhodesia and South Africa as a proportion of total United Kingdom imports and exports

	Imports	Exports
	%	%
1920-1938	30	40
1950-1959	44	47
1960	35	41
1961	35	38
1962	34	34
1963	35	34
1964	34	34
1965	33	34
1966	31	30
1967	28	29

(a) All figures relate to the Commonwealth as defined in 1967.

References to Prices and Incomes Board

Stating that cosmetic manufacturers and retailers of their products were going to reduce prices by 10 per cent, a Member asked if prices charged by these firms 12 months ago when taxes and costs were lower, would be referred to the National Board for Prices and Incomes. Mr. Edmund Dell, Minister of State, Board of Trade replied there had been speculation in the press about the effect on retail prices of the ending of resale price maintenance by cosmetic manufacturers; but he was aware of no proposals by manufacturers or established retailers to reduce prices. He did not think that a reference to the National Board for Prices and Incomes on the lines suggested would be appropriate. Answering a similar inquiry: that the manufacturers of washing powders and detergents were reducing the price of their products by as much as 9d. per packet; and whether the prices charged by these firms in the previous year when taxes and costs were lower, would be referred to the Prices and Incomes Board, Mr. Dell said 'Certain washing powders have recently been offered by the manufacturers in special bargain packs. Such temporary offers are a form of sales promotion: they do not represent permanent price reductions. I do not think that a reference to the National Board for Prices and Incomes on the lines suggested by my hon. Friend would be appropriate.'

FRIDAY, MAY 10

Imported waste paper

In answer to a request to state the value of imported waste paper, including newspapers, in each of the last three years to the latest convenient date, Mr. J. P. W. Mallalieu, gave the following information:

Imports of waste paper and paperboard, including newspapers for packing or pulping:

	£'000 (c.i.f.)
1965	444
1966	71
1967	56

Exports to India

Mrs. Dunwoody, asked to estimate the effect on United Kingdom exports to India of the Tripartite Agreement on trade expansion and economic co-operation between India, the United Arab Republic and Yugoslavia, replied: 'Our assessment is that this Agreement will not significantly affect our trade in goods for which we have contractual preferences in India and I have no reason to expect that it will materially affect our exports to India generally.'

MONDAY, MAY 13

Prices and Incomes Board report on butyl rubber

Asked if he had received a copy of the Report of the National Board for Prices and Incomes on butyl rubber, the President answered: 'Yes. The Report is to be published today. I accept its conclusion that the price increase made on January 1 was consistent with the Prices and Incomes policy.'

Debate on tourism

Mr. Mallalieu wound up the adjournment debate on tourism (*Hansard*, cols. 866-981).

Export Guarantees Bill

The Export Guarantees Bill, which consolidates the Exports Guarantees Acts of 1949 to 1967 as amended by the National Loans Act, 1968, was read a second time. (*Hansard*, cols. 982-983).

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

New Books

New Media and Methods in Industrial Training, edited by John Robinson and Neil Barnes. (221 pages. British Broadcasting Corporation. 21s.) The challenge and opportunities presented to British industry by the Industrial Training Act are of immense significance, and have made necessary a reconsideration both of the theoretical background to the training process and of the practical methods to be used. This makes the volume under review, which is based on the papers and discussions at a national conference organized jointly by the BBC and the University of Aston in Birmingham in July 1967, particularly timely. Following two papers on the principles of training design, a considerable section discusses the part that new media and methods can play in the applications of this training design – including programmed learning techniques, directed private study, and the use of radio and television. A section on the practical uses of new media and methods is concerned with applications in particular spheres of industrial training, from operators and craftsmen up to the level of the technologist and the training officer himself. Further discussion of one aspect of this problem is given in **Supervisory Selection and Training in Manufacturing Industry,** by David Jenkins (73 pages. Staples Press. 16s.) The author, who is training manager of a well-known rubber manufacturing company, gives an objective appraisal of the strengths and limitations of formal supervisory training, and reviews the many problems likely to be encountered by training officers entering this difficult field for the first time.

Lancashire Textiles: a Case Study of Industrial Change, by Caroline Miles. (134 pages. Cambridge University Press. 21s.) The present study of recent changes in the Lancashire textile industry has grown out of a larger project, undertaken at the National Institute of Economic and Social Research, which aimed to identify factors determining the rate of growth and progress in a mature economy which might be influenced by public policy or by practicable changes in attitudes. The conditions under which obsolescent and inefficient units of production give way to new ones was taken to be of central interest. Lancashire textiles offered a special opportunity to survey the conception, application and results of a recent government rationalization scheme intended to promote extensive scrapping and re-equipment – that which was authorized by the Cotton Industry Act 1959. Introductory chapters present the analytical framework for the study, and also look at the actual processes of textile manufacture and recent technological developments in order to make clear the ways in which improvements in efficiency can be obtained. These are followed by an account of the historical background to the situation which existed in 1959; the objectives, implementation and immediate results of the 1959 Act; and some critical comments upon it. The last chapter looks at what has been happening in the industry in the 1960s, and attempts to put recent developments, including major changes in structure and important shifts in the pattern of fibre consumption into perspective. An appendix examines the effects of contraction in textiles on the economy of the region, and discusses some of the attempts made to diversify the industrial structure of the old cotton towns.

The Administrative Staff College has recently published three further pamphlets in its series of *Occasional Papers*. **Management Education in Spain,** by G. F. Evans-Vaughan. (28 pages. Available from the Librarian, Administrative Staff College, Greenlands, Henley-on-Thames, 8s.), is a short descriptive account based on a four-week tour during which the author, who has been on the staff of the College since 1950, visited many of the schools and centres of management education referred to in his paper. It follows on a survey of management education in the Netherlands which he made during 1966. James Morrell, the author of **An Approach to Short-Term Business Forecasting** (23 pages. 8s. 6d.), is principal of a firm of economic consultants specializing in forecasting, and he has headed a team of business economists, drawn from different firms in industry and commerce, which has constructed regular forecasts of the United Kingdom economy since 1960. He deals at some length with the methods employed by this team in constructing short-term forecasts; and concludes with suggestions for further developments in this field. He makes the point that the forecaster in business has a more exacting role than his counterpart in the government service, since he must base his forecasts on his own assumptions about likely changes in fiscal and monetary policy. **Management Information, a Systematic Approach,** by P. L. Cloot, (26 pages. 8s. 6d.), defines management information as 'information which is made available in such a form and at such a time that it may enable better decisions to be taken . . . providing a bridge which enables managers to shape the future in the light of past events'. The paper outlines the systems approach to management information, which takes account of all the component parts of a system, recognizing both their separate identities and their inter-relationships. It is not a rigorous theoretical analysis, but rather a review of the important factors illustrated by practical examples.

Competition Policy in the European Community, by D. L. McLachlan and D. Swann. (499 pages. Oxford University Press. 63s.) The main theme of this book is, at least conceptually, a relatively simple one. It is an assessment of the roles, on the one hand of market forces and competition, and on the other of various forms of intervention by Community and national authorities, in some of the spheres of economic and social activity which fall within the scope of the Paris and Rome Treaties. Throughout the ECSC and EEC policies are discussed in harness, thus facilitating comparison of the goals set by the treaties and the policies pursued to achieve them. The first two parts of the book deal with the policies for promotion of competition in the Communities, and the impact of these policies on state policy and on enterprises. The second part discusses in detail the Community anti-trust policy, with chapters on anti-trust and integration, cartel types in the Communities, principles and practice of cartel policy, concentration and market domination. The final chapter in this part of the book described the ECSC steel – pricing régime, and follows it by a discussion of ECSC transport policy. In part three – *Managing the competitive economy* – the managed markets of transport, agriculture and energy are discussed. Another chapter shows how social and regional policy in the Community has been developed to cope with changes in the economy resulting from the creation of more competition. In the concluding assessment, the authors examine the effect of the competition policy on intra-Community trade, and view the policy overall, with suggested lines for future development. This is the most detailed study which has been published in this country of a subject which, because of the importance of Britain's trade with the Community and because many of the Community's problems are also being faced here, is of practical importance and interest in Britain. The study is issued under the auspices of the Royal Institute of International Affairs.

The Nationalized Industries: an Introduction, by W. Thornhill. (248 pages. Nelson. 42s.) 'The aim of this work is to bring to a wider circle of readers, especially university and other students, a review of the work and problems of the nationalized industries, and of the public corporations in particular. Though the book has been written with the needs of students in mind, it is hoped that the general reader will find some interest in it.' – Preface. This work fulfils very well the author's purpose as set out above. After a general discussion of the pros and cons of nationalization, the author examines the relations between Parliament and these industries, the membership of their Boards, the organization and finance of the industries, their personnel work, and their relations with consumers. A valuable and up-to-date Appendix gives detailed information about each industry, covering the enabling legislation, responsible Minister, organization of the controlling Board, and of the management, and brief financial and operating information for a recent year. This information is not readily available in such a concise form elsewhere. The twenty-first anniversary of the assumption of control of the nationalized coal industry by the National Coal Board, on January 1, 1947, forms the occasion for the publication of **British Coal: a Review of the Industry, its Organization and Management,** by John Platt (124 pages. Lyon Grant and Green, 28s.). After outlining the early history of the industry and the background of events leading to nationalization, the study goes on to discuss aspects of the managerial evolution which has since followed. During the period output has been reasonably steady, apart from a more pronounced decline during the last few years; yet there has been a reduction in the labour force of the order of a quarter of a million, the number of mines operating has been reduced by about two-thirds, mechanization of coal cutting and loading has increased from less than 5 per cent to about 90 per cent, while overall productivity has almost doubled. Despite the considerable progress in modernizing this inherently difficult and formerly neglected industry, many problems of production, finance, and especially marketing still remain; and these have been brought more sharply into focus by increasing competition from other sources of energy. Mr. Platt's study has been published under the auspices of the Administrative Staff College.

The Middle East and North Africa 1967-68. 14th ed. (984 pages. Europa Publications, 120s.) First published in 1948 (as *The Middle East*), this useful reference book now provides factual information on thirty-five different countries in an area extending from Mauritania in the west to Iran in the east, and from Turkey in the north as far south as Somalia. Professor W. B. Fisher, in an introductory chapter, describes the physical and social geography, climate, racial groupings, languages, religious diversity, agriculture and natural resources of the area as a whole. For each country there is a separate section comprising a description of its geography, a short

(Continued on next page)

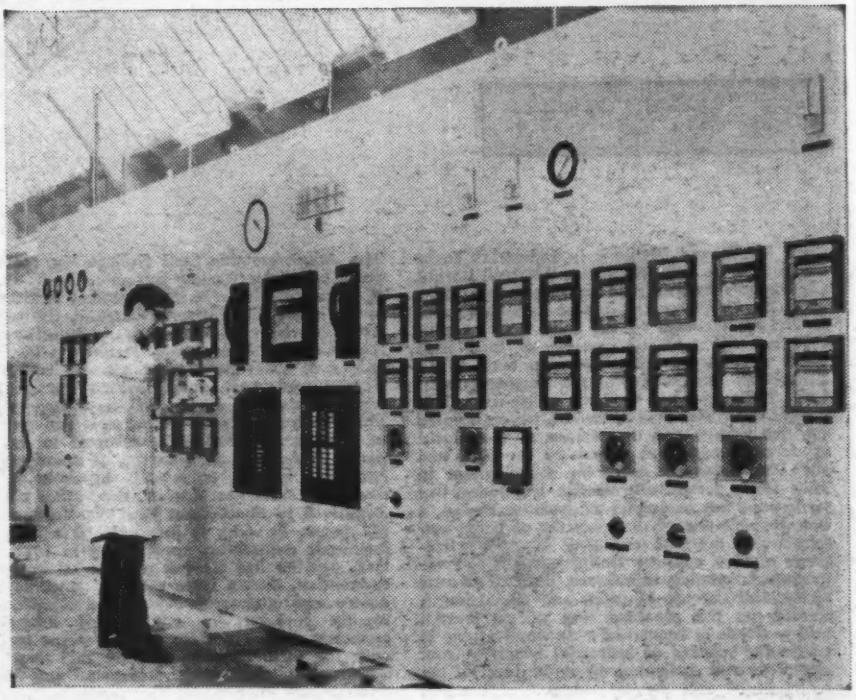
history and economic survey, basic statistics, and particulars of the government and political parties. Names and addresses and summary information are included for newspapers, periodicals, book publishers, banks, insurance companies, chambers of commerce, trade and industrial organizations, transport undertakings, learned societies, libraries, museums, universities and colleges.

Advertising Conditions in Germany. (16 pages. Institute of Practitioners in Advertising, 44 Belgrave Square, London SW1. 10s.). Germany is the first country to be covered in a new series of booklets to be published by the Institute of Practitioners in Advertising, giving facts to help advertisers selling to Europe. Information is given on the German market, economic conditions, and the advertising media. There is a section on the law affecting advertising in Germany, and a useful appendix listing German advertising organizations.

Other Publications

FROM COMMONWEALTH TO COMMON MARKET, edited and introduced by Pierre Uri. 176 pages. Available from Penguin Books Ltd., Harmondsworth, Middlesex. 5s.

YEAR BOOK AND LIST OF MEMBERS 1968. The Chartered Auctioneers and Estate Agents Institute. 687 pages. Available from the Chartered Auctioneers and Estate Agent's Institute, 29 Lincoln's Inn Fields, London WC2. 63s.



Final check-out at Honeywell's Hemel Hempstead factory of a control panel which will oversee the first-ever oil refinery to be commissioned in Liberia. Incorporating miniature pneumatic instrumentation, the panel was ordered from Honeywell by the main contractors for the refinery, Hydrocarbon Research Corporation of the United States.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission has prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2. (Telephone Holborn 3422).

Application of Remote Sensing for the Highway Engineer, by H. K. Bourne. 6 pages. *UKSM Report No. 68/20.* Remote sensing techniques are now becoming available for non-military applications. Airborne remote sensing can be useful to the highway engineer, and he should be encouraged to use those methods which are most suitable for his purpose.

The Minnesota Experimental City Project, by H. K. Bourne. 5 pages. *UKSM Report No. 68/19.* The purpose of the Minnesota Experimental City Project is to investigate the problems connected with the building of experimental cities. These cities will assume greater importance in the future due to the population explosion. Such cities could provide a useful testing ground for many new technological and unconventional ideas.

Operational Research in Germany, by M. Proctor. 11 pages. *Germany 117.* Operational research is an extremely important managerial aid. This report attempts to assess the present position in Germany.

Biological Deterioration of Non-Metallic Materials, by M. D. Ashton. 5 pages. *UKSM Report No.* 68/11. This paper summarizes a short symposium on biological deterioration of non-metallic materials which formed part of the ASTM 1968 Winter Meeting. Papers were presented which dealt with instances of biological deterioration, current research, and new test methods.

Continuous Weighing and Feeding of Bulk Solids, by M. D. Ashton. 9 pages. *UKSM Report No.* 68/12. This report discusses factors affecting the accuracy of continuous weighing systems used for bulk solids and also examines current methods of specifying the performance of bin feeders. These methods have been evolved as a result of recent advances made in the field of particle mechanics.

The Role of the Tropics in the General Circulation of the Atmosphere, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/14. There are gaps in the knowledge of the meteorological processes occurring in the tropics due partly to the lack of a dense network of observing stations. Information in the tropics is necessary in order to make long term forecasts in mid-latitudes. The Line Islands Experiment is the first of a number of expeditions to be made in the tropical areas in the future for collecting data.

Some Problems with Highway Snow and Ice Control, by H. K. Bourne. 5 pages. *UKSM Report No.* 68/15. This paper summarizes some papers on ice and snow control on highways given at the 1968 Highway Research Board Annual Meeting. Inhibitors in de-icing salts have little effect in reducing corrosion of automatic bodies. Studded tyres are effective on ice surfaces, but further study on the possible effects and wear on pavements is needed. Electrical heating of pavements is expensive but it is useful for dealing with specific problem areas.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May, 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
May 21 & 22 .	Miscellaneous stores and equipment . .	Youth Club Building (adjacent to indoor Bowling Green) Riverside, Chatham, Kent	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Soil Stabilization Train Mk. 2 towed by Platypus R6 diesel driven crawler tractor; earth rammers; generating sets; compressors; quasi arc welding electrodes; tubular scaffolding and scaffolding clips; gravity roller conveyor; M.T. spares; drilling, slotting, milling, grinding, facing and keyseater machines; lathes; woodworking machinery; radar spares and electrical equipment; laboratory equipment; auto weighing and packing machines; fire extinguishers; large quantities of ankle boots; white and coloured blankets; greatcoats; shirts; trousers; blouses; vests; mens' drawers; web equipment; rags; sea kit bags; carpets and carpet pieces; rubber outer covers; prismatic binoculars; wristlet watches; 10-ton cold store; large quantities of furniture, small tools, and numerous other items of general stores.

June 6 . .	Aircraft equipment, miscellaneous stores .	No. 25 Maintenance Unit, R.A.F., Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).

Coventry Climax engines; electric motors; electrical equipment and spares including, rectifiers; inverters; alternators; transformers; regulators; switches; meters, etc.; generators; fuel pumps; batteries; cameras and photographic equipment; film and bromide paper; aircraft wheels, brake units, cockpit covers; cushions, seats, valves, etc.; aircraft tyres; clothing including, greatcoats, raincoats, jackets, blouses, trousers, khaki drill, shirts, underwear, etc.; webbing equipment; wooden boxes; furniture and a large quantity of corrugated iron sheets of various dimensions.

June 11 to 13 .	Miscellaneous equipment and stores . .	Ordnance Storage & Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).

Machine tools including, bench, pillar and radial drills; centre, capstan, turret and watchmakers lathes, plain and horizontal millers; stone shaper; engraver; sanding and screw gauging machines; borers; cylinder and crankshaft grinding machines, etc.; large quantities of aircraft tyres and motor vehicle spares; wooden boxes and packing pieces; radar, radio and wireless equipment and spares; 2-wheeled machine shop trailers; various paints and primers; plant and equipment; cameras and photographic equipment; large quantity of coloured blankets; black cotton webbing ½ in. to 1 in.; Wigan cloth; lifting equipment; and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Horizontal and vertical borers; bench, pillar and radial drills; internal, surface and tool and cutter grinders; capstan, turret and centre lathes; horizontal universal and vertical millers; presses; engraving, forging, planing, shaping, sawing, woodworking machines, etc. Located at Ministry of Defence Naval Depots at GOSPORT, PORTSMOUTH and SOUTHAMPTON. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., May 30, 1968.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at CHATHAM on May 21 and 22, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal orders only) are available from the auctioneers; Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

SOIL STABILIZATION TRAIN MK. 2

A Howard single pass SOIL STABILIZATION TRAIN Mk. 2, comprising 6 ft. Soil Stabilizer and Cement Spreader on pneumatic tyred wheels, Compactor Unit on crawler tracks with six 5 cwt. hydraulic stampers driven by Perkins L.4 diesel engine, towed by Platypus R.6 diesel driven crawler Tractor with 6 cylinder engine, will be offered for sale by auction at the Ministry of Defence auction sale to be held at CHATHAM on May 21, 1968. A catalogue, price 1s. 0d. (postal order only) may be obtained from the auctioneers; Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

CAMERAS

A large quantity of CAMERAS, including CONTAX, FINETTA, ISOLETTE, MIKROMA, MINOLTA, RETINA and ROBOT will be offered for sale in the Ministry of Defence Auction Sale to be held at BRANSTON, on June 11 to 13, 1968. Catalogues, price 1s. 0d. (postal order only) may be obtained from the auctioneers: Arnold & Son, 13 Market Place, Burton-on-Trent, Staffs.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1959 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	127	168	200	185	+ 96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1968															
1st quarter						106									+46
1967															
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February		137*				105									
March						107									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing inustry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series) from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143	114*	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter			143·5	+3·0	125·3*	139·2*	184·7	511	186		203	181	
1967													
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	186		194	185	
February	142*	116*	143·6	+3·0	125·7	139·2	184·7	503	185		208	183	
March			144·1	+3·4	126·8*	140·6*	185·3	509	187		206	181	
April					123·8*	140·7*		535	183		204*	179*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in April

Exports

EXPORTS in April were £486 million, seasonally adjusted. It is believed that the carry over from the dock strikes contributed between £90 million and £120 million to exports in the first quarter. Almost certainly it was diminishing over the period and declined further in April. Nevertheless the April total was close to the March figure of £489 million and only a little below the first quarter average.

Given the diminishing effect of the dock strikes over the four months of this year, evidence is growing in the recent figures (and other indicators) of an upward movement in the underlying trend. It inevitably takes time, however, for the volume of exports to build up in response to devaluation.

Over the three months February – April, exports averaged £491 million, some £67 million a month, or 16 per cent, higher than in the second and third quarters last year, a period before the dock strikes affected the figures.

The export unit value index, available up to March, shows a 6 per cent increase compared with the second and third quarters last year, so that higher export prices have contributed about £25 million to the monthly value of exports.

Exports to the EEC countries and to the United States have been high in recent months reflecting a strong recovery in these two important markets since the middle of last year. In the three months February to April, exports to EEC countries averaged £95 million a month, 21 per cent higher than in the middle two quarters of 1967, and exports to the United States, at £69 million a month, were 40 per cent greater. Deliveries to the Soviet Union and Eastern Europe were 28 per cent more.

Table 1A

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647‡	641‡	18	— 65*‡
1967 November	340	579	574	14	—158
December	450	611	605	17	— 65
1968 January	500	621	617	18	— 33*‡
February	496	665	656	19	— 71*‡
March	489	658‡	652‡	17	— 92*‡
April*	486	651	645	18	— 87*
1967/8 November-January	430	604	599	16	— 85*‡
1968 February-April*	491	658	651	18	— 83*

† Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes to Editors).
* Provisional estimates.
‡ Revised estimates.

Table 1B

Recorded values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
April*	489·9	645·6	18·7

* Provisional estimates.

Exports

Exports to the sterling area, at £146 million a month in February to April, were only 9 per cent higher than in the middle of last year.

Among the main commodity classes of exports, machinery averaged £140 million a month in February to April, 20 per cent more than in the middle quarters of last year. Over the same period, exports of the 'other manufactures' category increased sharply, by 23 per cent, to £86 million a month, in part due to a higher rate of exports of precious stones. Shipments of motor vehicles, which declined during 1967, recovered in the early months of this year and in February to April averaged £51 million a month, 13 per cent higher than in the middle of last year and about the same as in the first quarter of last year.

Imports

Compared with the March figure, now revised downward to £652 million, and the February figure of £656 million, imports in April showed a further slight fall, to £645 million, seasonally adjusted and excluding United States military aircraft.

Over the three months February-April imports averaged £651 million compared with £599 million in November – January. Delayed arrivals due to the dock strikes last autumn contributed a little to the increase. Of the rise in value, of 9 per cent (£52 million a month), half arises from an increase in import prices. There was also an increase in volume, largely reflecting unusually high imports of a few particularly variable commodities and an increase in industrial materials generally.

The commodity analysis shows that about one quarter of the increase in the value of imports in February – April compared with the preceding three months reflected sharply higher values for tobacco and silver, each higher by £4 million a month, and for precious stones, higher by £3 million a month (linked with the rise in exports of diamonds). Both tobacco and precious stones fell back to lower levels in April but imports of silver continued relatively high.

Imports of industrial materials have tended to rise by volume as well as price in recent months; this would be expected in association with rising industrial activity and may perhaps owe something to a resumption of the stockbuilding which would normally go with expanding output. Imports of basic materials were £9 million (10 per cent) higher by value in February – April compared with November – January, chemicals were higher by £5 million (15 per cent), whilst other semi-manufactures (apart from silver and precious stones) showed an increase of £12 million (12 per cent). Imports of fuels were only slightly higher by value in the last three months, as were food and beverages.

Finished manufactures (excluding military aircraft) were higher by £5 million a month (4 per cent) between November – January and February – April. The increase here was mainly in machinery but partly also in consumer goods. In the course of the last three months, however, there has been some decline.

The higher value of imports in February – April compared with November – January showed up in arrivals from most of the main trading areas. Arrivals from the 'rest of the world' category, however, were lower, mainly reflecting a decline to a more normal level of oil supplies from non-sterling sources.

Visible trade balance

The estimate of the visible trade deficit in March has been revised downwards from £103 million to £92 million (seasonally adjusted and excluding United States military aircraft), to take account of later information for a number of elements in the calculation, including the lower import figure. Compared with the revised March figure, the deficit in April, at £87 million, shows a further small reduction. In the three months February – April, the deficit averaged £83 million a month compared with £85 million a month in the preceding three months.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus; over the years 1963-1967 the surplus averaged some £150 million a year or £13 million a month.

NOTES:

1. Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the

(Continued at foot of next page)

Unit values and volume of overseas trade since devaluation

THIS ARTICLE, besides presenting in Tables 1-3 the usual monthly unit value and volume index numbers, describes in some detail the changes which have taken place in the unit value indices since sterling was devalued last November. The article also discusses the movements in dollar terms of imports, exports, the visible balance, and the unit value indices.

The indices for March

In March the import unit value index rose by a further point to 121 (1961=100). The unit value index for exports remained unchanged at 121. The terms of trade index fell by one point to 100. Trends in the volume of trade were discussed in the article which appeared on May 10, 1968, in this *Journal.*

Import prices since devaluation

Over the period October 1967 to March 1968 the unit value index for imports in sterling terms rose by 10 per cent. The rise was most marked in the index for imported manufactures which increased by 17 per cent. The rise in the unit value indices for non-manufactures and fuels ranged between 5½ per cent for fuels and 8 per cent in respect of basic materials.

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	87	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	111	102	99	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNITED KINGDOM TRADE IN APRIL, *continued*

best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisible account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

Purchases of United States military aircraft

(b) The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends,*

The most important factor underlying these increases has, of course, been the devaluation of sterling, in terms of the United States dollar and most other foreign currencies, by one-seventh in November 1967. If the prices, in terms of dollars, of all imported goods had remained unchanged, the United Kingdom import unit value index (in sterling terms) would have risen by one-sixth compared with the pre-devaluation period. That the increase has been only one-tenth reflects two broad sets of factors, although some further increases resulting from devaluation may still occur.

First, changing supply and demand conditions in world markets, more or less independently of the effect of devaluation, have continued to affect differently the prices of different commodities. A detailed examination of the unit values of particular imported goods shows a number of important commodities the sterling price of which has been much affected by market influences in addition to the effect of the change in the exchange rate. The most marked increase since October has occurred in the value per ton of imported copper, which increased by 43 per cent. Here the persistence of strikes in the copper mines in the United States throughout the first quarter of 1968 pushed the London Metal Exchange price for 3 months' forward copper to an average of £600 per ton. This was a major factor contributing to the increase of 8 per cent in the unit value index for basic materials as a whole, although the higher level of economic activity in Europe and the unsettled foreign exchange situation also had an effect on commodity prices generally.

Other commodities whose sterling prices have been considerably influenced by market forces as well as devaluation include tea, meat, iron ore, wool and timber. In the period under review there was a general fall in tea prices, which rose to a fairly high level during the latter part of 1967 primarily on account of dock strikes and shipping delays which caused shortages in supply; the unit value of tea imported from India fell by 32 per cent between October and March. The foot and mouth epidemic in the United Kingdom affected prices of imported meat and significant increases occurred in the unit values of imported beef and veal (25 per cent), and of mutton and lamb from New Zealand (21 per cent). Iron ore imported from Canada rose in unit value by 36 per cent per ton and crude petroleum from Kuwait by 10 per cent. There were reductions in the unit values of sheep's and lambs' wool from New Zealand (17 per cent) and coniferous woods from the Soviet Union (7 per cent). Among commodities whose import unit values in sterling terms showed very little change were butter and raw sugar from Australia, crude rubber from Malaysia and coniferous woods from Sweden.

A second factor contributing to the difference between the extent of devaluation and the extent to which sterling import prices have risen is that a number of countries (most of them in the Commonwealth) which between them last year supplied 17 per cent of United Kingdom imports devalued their currencies in terms of the United States $ either *pari passu* with the £ or to a different extent. The most important of the latter (with the extent of the change of the parities of their currencies with the United States $) were Ceylon (devalued by 20 per cent), Denmark (7.9 per cent), Hong Kong (5.7 per cent) and New Zealand (19.45 per cent).

(*Continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158

UNIT VALUES AND VOLUME OF OVERSEAS TRADE, *continued*

An analysis of the imports of the major commodities since October shows that the unit values of imports from countries whose currencies maintained their parities with the United States $ rose on average by 13 per cent in sterling terms, while the unit values of imports from countries which devalued showed on average no change. The unit values of the major commodities from the sterling area (including both those countries whose currencies maintained their parity with the $ and those which devalued) rose on average by 9 per cent between October and March, while the increase in the unit values of imports from the non-sterling area was 11 per cent.

Export prices since devaluation

The export unit value index rose from 116 (1961=100) in October to 121 in March, an increase of 5 per cent. The index changed little up to December; roughly three-quarters of the increase occurred in January and the balance since.

The full impact of devaluation on export prices is bound to take some time. On average, several months elapse between the placing of an export order and the appearance of the exported commodity in the Overseas Trade Accounts, and only a small proportion of goods exported in the first quarter of 1968 will have been contracted for at post-devaluation prices. Hence further increases can be expected in the export unit value index. Increases in export prices will reflect a number of factors: the rise in import prices following devaluation; increases in home costs, following partly from government measures (including the withdrawal of the export rebate and of the selective employment tax premium for manufac-

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*199*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
3rd quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*166*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*145*	*113*	*109*	*165*	*192*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*137*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March	*147*	*146*	*116*	*108*	*164*	*194*	*186*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*

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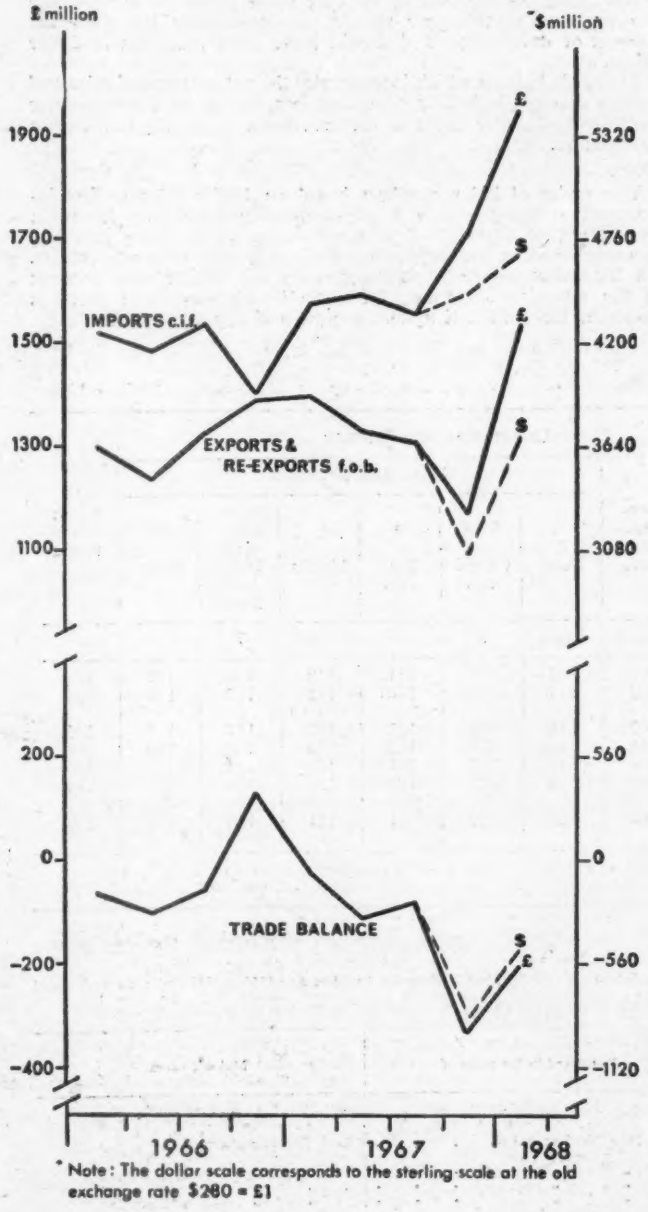
TRADE FIGURES IN STERLING & DOLLARS
(Quarters–Seasonally adjusted)



* Note: The dollar scale corresponds to the sterling scale at the old exchange rate $280 = £1

Table 4. United Kingdom trade in sterling and in United States dollars, 1966 – 1st quarter 1968

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance
		Total	Excluding US military aircraft		
Sterling Basis					£ million
1966	5,047	5,947	5,945	194	—106
1967	5,026	6,442	6,396	185	—552
1966 1st quarter	1,247	1,520	1,519	48	— 72
2nd quarter	1,185	1,485	1,485	48	—101
3rd quarter	1,278	1,539	1,538	47	— 60
4th quarter	1,338	1,403	1,402	50	+128
1967 1st quarter	1,353	1,578	1,575	46	— 23
2nd quarter	1,284	1,592	1,576	45	—115
3rd quarter	1,261	1,558	1,547	48	— 81
4th quarter	1,128	1,714	1,698	45	—333
1968 1st quarter*	1,486	1,949	1,929	54	—210
Dollar Basis					$ million
1966	14,132	16,652	16,646	543	—297
1967	13,862	17,716	17,589	510	—1,478
1966 1st quarter	3,492	4,256	4,253	134	—202
2nd quarter	3,318	4,158	4,158	134	—283
3rd quarter	3,578	4,309	4,306	132	—168
4th quarter	3,746	3,928	3,926	140	+358
1967 1st quarter	3,788	4,418	4,410	129	— 64
2nd quarter	3,595	4,458	4,413	126	—322
3rd quarter	3,531	4,362	4,332	134	—227
4th quarter	2,955	4,474	4,432	118	—858
1968 1st quarter*	3,566	4,678	4,630	130	—504

*Provisional.

turing industry) and partly from the general rise in costs in the United Kingdom; and increases in profit margins on exports. In the following paragraphs the movement within the total index is analysed.

The published breakdown of the index in confined to the two broad categories of non-manufactured and manufactured goods, with the latter sub-divided into chemicals, textiles, metals, machinery and transport equipment, and other manufactures. Technical limitations of the unit values rule out the publication of more detail, partly because changes in composition of trade from month to month within individual headings of the trade accounts may make the unit value indices for narrowly defined groups of manufactured commodities subject to fairly wide margins of error; partly because in some sectors of manufactured goods values only (and not quantities) are recorded. But while within narrowly defined categories of exports it is not possible to use the unit values as a close measure of month-to-month changes in price, when fairly marked changes are taking place the unit values provide useful indicators of the orders of magnitude of the changes.

In the course of compiling the export unit value index each month, separate index numbers are calculated for 44 Divisions of the Overseas Trade Accounts. Compared with the increase of 5 per cent between October and March in the index for total exports:

the unit value indices for 10 Divisions showed a decrease or very little change

the unit value indices for 12 Divisions showed increases ranging from 1 per cent up to 5 per cent

the unit value indices for 9 Divisions showed increases ranging from 5 per cent up to 13 per cent

the unit value indices for 13 Divisions showed increases of 13 per cent or more.

The 10 Divisions whose unit value indices showed decreases or little change between October and March accounted for 8 per cent of exports in 1967; there were sharp decreases in the unit value indices for manufactured fertilizers and for miscellaneous food preparations.

The 12 Divisions whose unit value indices showed increases of between 1 and 5 per cent accounted for about 60 per cent of exports in 1967. Important among them were the Divisions covering electric and non-electric machinery, transport equipment, textiles, and beverages. The latter includes whisky, the unit value of which has risen by 6 per cent; further increases can be expected as existing contracts are renewed.

Divisions covering meat and meat preparations, sugar and its preparations, miscellaneous chemicals, and scientific instruments were among the 9 Divisions whose unit value indices showed increases of between 5 and 13 per cent since October. These 9 Divisions accounted for 8 per cent of our exports in 1967.

The 13 Divisions whose unit value indices showed increases of 13 per cent or more accounted for 16 per cent of exports last year. Included among them were the Divisions covering non-ferrous metals, reflecting the general rise in copper prices, tobacco (where the loss of the cheaper Rhodesian tobaccos is affecting export prices), plastic materials and rubber manufactures.

United Kingdom trade in terms of the United States $

Over the period of devaluation, it is useful to consider the trade statistics in dollar terms as well as in sterling. The sterling and dollar series of the value of trade, of course, show exactly the same proportionate movements as each other, except in the period spanning the pre- and post-devalution months, when the dollar

(*Continued on next page*)

UNIT VALUES AND VOLUME OF OVERSEAS TRADE, *continued*

series show a fall, relative to the sterling series, of 14.3 per cent.

Table 4 and the accompanying chart show imports, exports and (on a payments basis) the visible balance of trade, seasonally adjusted, from the first quarter of 1966 to the first quarter of 1968, both in terms of sterling and of the United States dollar. On either basis, the figures need to be interpreted very cautiously, because of the distortions in trade caused by the dock strikes at London and Liverpool. Table 5 shows the unit value indices for imports and exports, and the terms of trade index, converted to United States dollar terms from the £ terms in which they are calculated.

So far as imports are concerned, the increase in volume in recent months is reflected in the rise in both the sterling and the dollar series in the chart; but the increase in the value of imports is larger in sterling terms than in dollars because import prices have risen in sterling but are lower in terms of the dollar than before devaluation.

Similarly the dollar series for the value of exports shows a smaller increase compared with before devaluation than the sterling series. The dollar series is below the levels of the first half of last year; an important factor in that the unit value index for exports converted to dollar terms was about 10 per cent lower in the first quarter of 1968 than it was before devaluation, against the increase of 5 per cent in the index in sterling terms. Even though further increases must be expected in the unit value index for exports, the rise on average this year should be significantly less than the amount of devaluation and should leave some reduction in dollar prices.

The trade balance which incorporates the net outcome of price and volume changes in both exports and imports, shows a very similar movement in dollar terms to the movement in sterling terms since devaluation.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 5. Import and export unit value index numbers, dollar basis

(1961 = 100)

	Imports					United Kingdom Exports								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) Terms of Trade
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	107	112	97	90	115	113	100	115	105	110	118	117	114	105
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	105	108	92	97	114	109	95	110	102	104	115	114	110	104
1968 1st quarter	103	103	89	92	115	103	90	105	95	97	111	106	108	100

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 10, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
British					
Look at Life Series 36:					
High Living	Br/E 33180	10	May 7	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Sunday Thoughts Series 16:					
No. 7. In Living Memory	Br/E 33181	3	May 7	" "	Religious Films Ltd.
No. 8. The Sound-Proof Room	Br/E 33182	3	May 7	" "	" "
No. 9. Spare a Moment	Br/E 33183	3	May 7	" "	" "
Pathe Pictorial Series 690/702:					
Pathe Pictorial No. 699	Br/E 33184	8	May 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 700	Br/E 33185	8	May 8	" "	" "
Mining Review No. 9 – 21st Year	Br/E 33186	10	May 8	Data Film Distributors Ltd.	National Coal Board.
Amsterdam Affair	Br/E 33193	91	May 10	London Independent Producers (Distribution) Ltd.	Trio Films Ltd.
Movietone News 2030	Br/E 32877	7	May 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2030A	Br/E 32878	8	May 10	" "	" "
Pathe News 68-37	Br/E 32929	8	May 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-38	Br/E 32930	7	May 10	" "	" "
Foreign					
No Way to Treat a Lady	F 33174	108	May 6	Paramount Film Service Ltd.	Sol. C. Siegel Pictures Inc.
Elvira Madigan	F 33175	95	May 7	Academy Cinema Ltd.	A.B. Europa Film, Stockholm.
Paste Makes Waste	F 33176	6	May 7	Rank Film Distributors Ltd.	Universal International Films Inc.
Woody the Freeloader	F 33177	6	May 7	" "	" "
Fat in the Saddle	F 33178	6	May 7	" "	" "
Jerky Turkey	F 33179	6	May 7	" "	" "
The Fox	F 33187	110	May 9	Warner-Pathe Distributors Ltd.	Warner/Seven Arts Inc.
Dead Run	F 33188	88	May 9	S.F. (Film) Distributors Ltd.	S.N.C. and T.C. Productions, Paris and Metheus Film, Rome.
The Shakiest Gun in the West	F 33189	89	May 10	Rank Film Distributors Ltd.	Universal International Film Inc.
Counterpoint	F 33190	95	May 10	" "	" "
The Pink Jungle	F 33191	89	May 10	" "	" "
Don't Look Now . . . We're Being Shot At!	F 33192	116	May 10	" "	Les Films Corona, Nanterre, France.

Orders in the footwear industry

IN THE FIRST QUARTER of 1968 net new orders received by footwear manufacturers were 8 per cent more than in the corresponding quarter of 1967; deliveries were 6 per cent more. At the end of March order books were 14 per cent higher than at the end of March 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter *	46·0	19·7	17·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January*	37·5	14·3	14·7
February*	41·6	22·2	18·1
March*	46·0	22·7	18·3

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
* Provisional.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in March showed an increase of 16 per cent on a year earlier, compared with increases of 9 per cent and 3 per cent in February and January respectively.

In the first quarter as a whole, sales were 10 per cent higher than a year earlier, compared with no change in the last quarter of 1967.

The value of stocks at the end of March was 15 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 2nd quarter	91	— 9	137	Nil
3rd quarter	104	— 6	149	— 7
4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
1967 March	120	—13	158	+ 8
April	95	— 8	150	+ 7
May	89	—13	151	+ 5
June	88	— 6	137	Nil
July	73	— 7	142	— 4
August	100	— 4	148	— 7
September	138	— 7	149	— 7
October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Mar. 1968	Jan. 1 to Mar. 31	Mar. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+17	+ 5	—34
Women's coats, costumes, furs and raincoats	+ 5	+ 3	—22
Women's underwear	+12	+11	—24
Women's hose and children's socks	+11	+23	— 3
Women's millinery	— 5	— 4	+11
Haberdashery, ribbons and wool	+31	+18	+ 1
Children's wear	— 8	— 2	—23
Men's and boys' shirts, pyjamas and outfitting	+20	+ 8	— 9
Gloves	+9	+11	—21
Piece-goods and nets	+29	+25	—10
Household textiles	+22	+ 6	—12
Floor-coverings, furniture and hardware	+27	+21	— 1
Grand total (a)	+16	+10	—15

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Notes:

These statistics are prepared by the Textile Distributors Association. Inquiries should be addressed to the Secretary, The Textile Distributors Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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WHOLESALE PRICE INDEX NUMBERS

Prices of basic materials fall in April

THE MARKED rise in prices of basic materials and fuel used in manufacturing industry was halted in April. The provisional index fell, by nearly 2 per cent, from the high level reached in March, reflecting the sharp fall in copper prices following the settlement of the strike in the United States. Within manufacturing industry the provisional index for the food manufacturing industries was unchanged from the previous month while that for the group of industries excluding food, drink and tobacco declined by about 2¼ per cent.

Output prices continue to rise. The provisional index for home market sales of all manufactured products was 3 per cent higher than in December, compared with an increase of 1 per cent in the preceding four months. The rise in April was largely due to the increase in excise duties on cigarettes and tobacco.

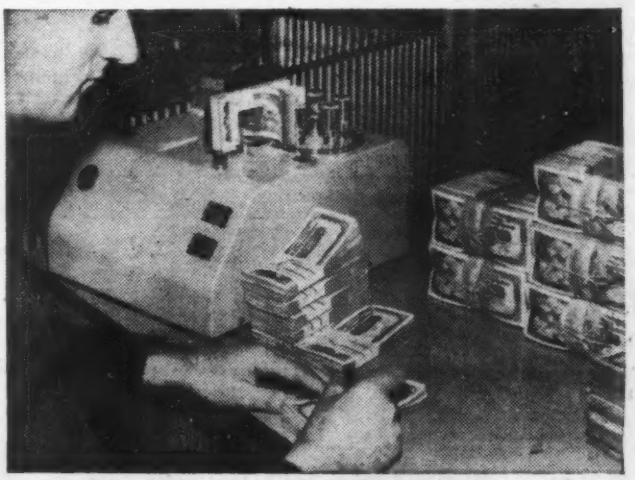
Materials and fuel used in broad sectors of industry

The provisional index for the food manufacturing industries was unchanged in April, some 6 per cent higher than in October; some price increases, notably for home produced pigs, were offset by reduced prices for imported cereals and other commodities. Within the non-food group of industries there was a small rise in the index for the timber industries and an increase of 1¼ per cent in that for paper, reflecting the higher costs of imported woodpulp. There were marginal falls in the index numbers for chemicals and allied industries and for the textile industries. The sharp reduction in prices of copper and copper products in April was reflected in the index numbers for the mechanical engineering and electrical machinery industries, which declined by 2¼ per cent and 4 per cent respectively.

The provisional index number for construction materials and housebuilding materials eased fractionally from the levels of the previous month.

Output of broad sectors of industry

A further slight rise in April in the prices of the products of the food manufacturing industries was caused mainly by increases in the price of sugar confectionery. The provisional index numbers for each of the non-food groups of industries were all marginally higher than in March.



The Service for Social Accountancy in Belgrade have recently placed an order for 35 De La Rue 100E banknote counting machines. This follows the successful initiation of 45 100E machines into their note-counting systems over the last year. A Government Institution, the Service for Social Accountancy is responsible for handling the daily flow of cash circulating in Yugoslavia. De La Rue Instruments export over two-thirds of their products to some 90 countries.

1. Materials purchased by broad sectors of industry – 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967				1968	1967					1968			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	109·8	108·5	108·6	113·6	120·6*	108·6	109·0	109·5	113·0	118·4	119·5	120·8	121·5*	119·3*
	Basic materials	104·0	102·7	102·6	108·3	115·9*	102·8	103·1	103·6	107·5	113·6	114·6	116·1	116·9*	114·5*
	Fuel	153·6	152·3	154·4	156·5	156·6*	152·7	154·4	156·2	156·6	156·6	156·6	156·6	156·6*	156·6*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	112·0	109·8	110·9	116·7	125·3*	109·9	112·0	111·9	116·1	121·9	123·3	125·7	126·8*	123·8*
	Basic materials other than fuel	104·6	102·2	103·3	110·0	119·8*	102·2	104·5	104·5	109·3	116·2	117·4	120·3	121·6*	118·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·5	105·6	103·7	107·5	110·8*	105·6	103·7	104·5	106·6	111·4	111·3	110·4	110·6*	110·6*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·0	115·6	116·9	119·0	124·9*	115·5	117·3	116·6	118·5	121·9	124·0	124·9	125·7*	125·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	148·4	146·1	146·7	150·9	156·9*	145·9	146·9	147·6	151·3	154·0	154·7	157·2	158·8*	154·9*
361	Materials and fuel used in the electrical machinery industry.	141·1	137·8	138·7	145·0	154·2*	137·7	139·3	140·2	145·7	149·0	150·2	155·4	157·2*	150·8*
Order X	Materials and fuel used in the textile industries	94·7	94·3	91·6	93·8	99·9*	94·5	91·2	90·6	92·6	98·3	99·6	100·1	100·0*	99·8*
Order XIV	Materials and fuel used in the timber industries	122·6	122·4	122·7	124·6	130·1*	122·4	122·8	122·8	123·4	127·5	129·4	130·1	131·0*	131·3*
Order XV	Materials and fuel used in the paper industries	113·9	113·6	113·8	115·8	119·2*	113·7	113·8	113·8	115·2	118·5	118·9	119·2	119·5*	121·3*
Order XVII	Construction materials	133·7	133·7	134·5	136·2	139·2*	133·8	135·1	135·2	136·0	137·5	138·3	139·2	139·9*	139·8*
Part of Order XVII	House building materials	134·8	134·7	135·7	137·7	141·4*	134·7	136·5	136·6	137·2	139·2	140·4	141·4	142·4*	142·3*

*Provisional figure.

2. Output of broad sectors of industry – 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967				1968	1967					1968			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Orders III to XVI	All manufactured products: Total sales	133·5	133·7	134·6	135·9	139·1*	133·7	134·8	135·2	135·7	136·9	138·0	139·1	140·1*	140.4*
	Home market sales	134·3	134·4	135·1	136·0	138·7*	134·4	135·2	135·7	136·0	136·5	137·5	138·7	140·0*	140·4*
Orders IV to XVI	Products of manufacturing industries other than food, drink and tobacco: Total sales	133·0	133·2	134·4	136·1	139·7*	132·2	134·8	135·2	135·7	†137·2	†138·6	139·8	140·7*	140·9*
	Home market sales	133·6	133·6	134·7	135·9	139·2*	133·6	134·9	135·4	135·9	136·5	137·9	139·2	140·6*	140·7*
211 to 229	Products of the food manufacturing industries: Home market sales	125·4	125·5	125·5	126·3	128·6*	125·7	125·6	126·1	126·0	126·6	127·4	128·8	129·7*	129·9*
263 to 277	Chemicals and allied industries: Total sales	108·9	108·8	110·0	110·6	114·6*	109·0	110·5	110·5	110·3	111·1	114·0	114·7	114·9*	115·0*
	Home market sales	110·0	109·9	111·0	111·6	115·5*	110·0	111·3	111·3	111·5	112·1	114·9	115·7	116·0*	116·1*
311 and 312	Iron and steel industries: Total sales	136·2	136·4	136·7	137·3	138·1*	136·1	136·8	136·8	137·4	137·6	137·8	138·1	138·3*	138·4*
	Home market sales	142·1	142·1	142·1	142·5	142·9*	142·1	142·1	142·2	142·6	142·6	142·7	142·9	143·2*	143·4*
Orders VI to IX	Engineering and allied industries: Total	139·0	139·6	140·6	142·2	145·2*	139·3	140·9	141·1	141·9	143·5	144·4	145·3	146·0*	146·0*
	Home market sales	137·3	137·2	137·9	139·3	142·6*	137·3	138·1	138·4	139·3	140·3	141·4	142·6	143·7*	143·7*
Order X	Textile industries other than clothing: Total sales	113·5	113·7	112·6	113·0	116·0*	113·7	112·7	112·4	112·5	114·1	115·5	116·1	116·3*	116·4*
	Home market sales	111·6	111·2	110·6	111·2	114·0*	111·2	110·4	110·4	110·9	112·4	113·6	114·0	114·3*	114·5*
Order XII	Clothing and footwear: Home market sales	120·3	120·3	120·5	120·7	121·6*	120·2	120·5	120·6	120·7	120·7	121·3	121·6	121·8*	121·9*
Order XIV	Timber industries: Home market sales	125·6	125·3	125·4	126·0	131·1*	125·3	125·4	125·4	125·5	127·0	129·9	131·3	132·2*	132·6*
481 to 483	Paper industries: Home market sales	120·6	120·7	120·9	120·3	126·3*	120·6	121·0	120·3	120·2	120·3	124·7	126·4	127·7*	128·6*
Order XVI	New construction‡	141	142	143	143			143			143				

*Provisional figure. ‡Index of building costs figures relate to average for the quarter. †Revised figures.

(Continued on next page)

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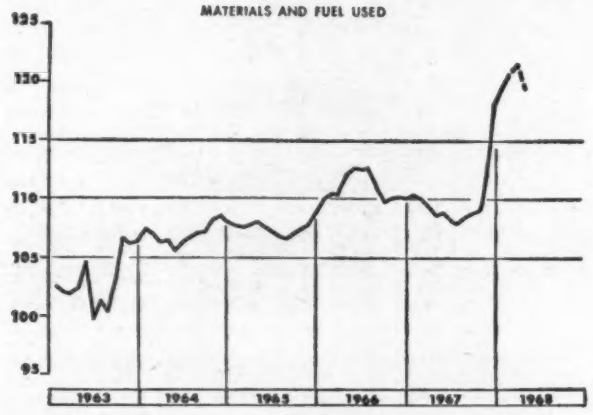
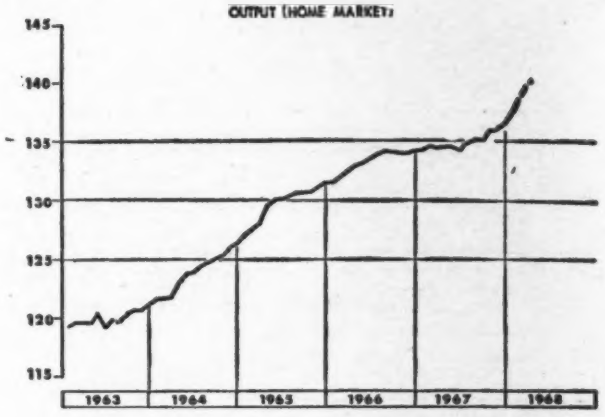
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY





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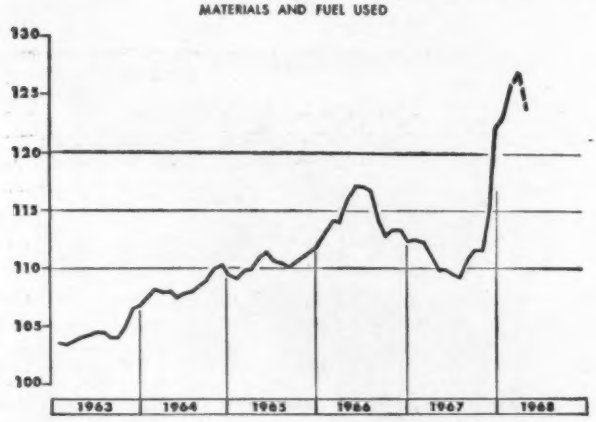

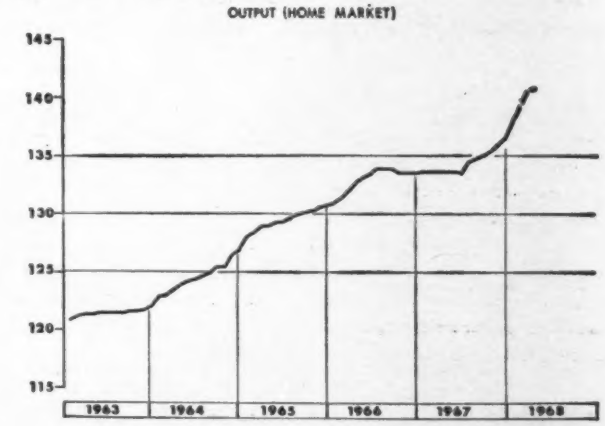

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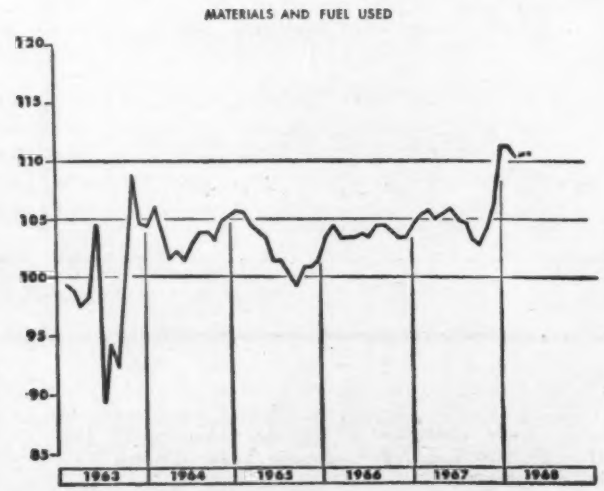

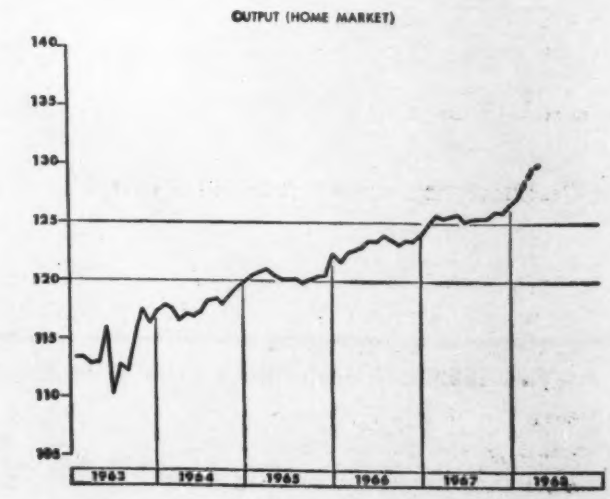

3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967		1968		
	April	Oct.	Feb.	Mar.	April
Coal†	174·1	175·0	174·9	174·9*	174·9*
Slates	183·9	180·9	180·9	180·9	180·9*
Salt	110·8	123·3	123·3	123·3	123·1
Flour	125·9	125·9	130·1	132·6	132·6
Sugar, refined	116·5	117·2	114·7	115·5	114·5
Chocolate and sugar confectionery	113·6	114·1	117·1	117·6*	118·5*
Beer	136·4	136·4	136·6	136·9*	136·9*
Tobacco and cigarettes	154·3	154·3	154·3	156·0*	158·7*
Hard coke	186·5	186·5	186·5	186·5	186·5*
Motor spirit, standard grade (including duty)	129·3	135·9	135·9	139·6	144·8*
Medium fuel oil (950 secs.)	140·8	160·3	160·3	160·3	160·3
Lubricating oils and greases	131·2	134·6	142·3	142·3	142·3
General chemicals	103·0	105·6	108·1	108·2*	108·1*
Pharmaceutical chemicals	57·2	57·6	58·2	58·3*	58·3*
Pharmaceutical preparations	103·1	103·1	104·3	104·5*	104·7*
Toilet preparations	148·7	150·1	156·7	158·0*	158·6*
Paint for building and decorating	116·5	116·6	117·0	117·0	117·9
Soap	154·8	153·6	154·2	155·4*	155·9*
Soapless detergents	106·4	101·8	102·2	103·7*	104·0*
Synthetic resins and plastic materials	73·5	73·8	75·9	76·2*	76·3*
Steel sheets	137·9	137·0	137·1	137·1*	137·1*
Tinplate	129·8	128·3	128·5	128·9*	128·9*
Other steel goods (excluding tubes)	141·7	141·8	142·3	142·5*	142·5*
Steel tubes	151·9	156·7	156·9	157·7*	159·3*
Iron castings	156·2	156·5	157·1	157·6*	157·8*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	151·8	163·9	163·9	163·9
Rolled	142·2	142·2	155·9	155·9	155·9
Castings	152·8	155·5	162·2	162·2	162·2
Forgings	144·7	144·7	149·7	149·7	149·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	139·1	155·9	220·4	222·5	187·8
Photographic paper and films, etc.	125·7	133·3	144·6	145·4	145·5
Spectacles, etc.	140·4	140·4	141·4	141·4	141·4
Dental goods	147·5	150·5	156·4	158·5*	159·9*
Gramophone records	146·5	146·5	146·5	146·1	145·6*
Domestic electrical appliances	103·2	103·1	103·6	103·3*	103·5*
Perambulators, etc.	131·2	133·0	136·5	136·5*	136·5*
Tools and implements	157·3	161·6	166·5	168·9*	169·3*

	1967		1968		
	April	Oct.	Feb.	Mar.	April
Cutlery	140·0	140·0	142·9	142·8	143·1*
Cutlery (other than razors and razor blades)	151·2	151·2	158·9	158·6	158·6
Spoons and forks	168·2	172·7	186·9	187·3	188·7
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	176·3	177·2	185·4	185·7	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	97·9	97·7	112·9	112·8	112·8*
Spun rayon yarn	101·2	99·1	103·6	103·5	103·1*
Irish linen yarns (wetspun)	125·3	122·1	126·2	125·7	125·7
Cotton cloth	105·7	105·3	115·8	116·3*	116·5*
Linen	139·2	137·0	142·0	142·0	142·0*
Wool tops	72·8	65·4	70·8	72·1	71·9
Worsted yarns	94·4	89·1	93·3	93·6	93·9
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·4	102·8	108·0	108·7	109·4
Jute yarn	137·2	130·2	142·3	141·7	146·7
Jute piece-goods	147·6	147·6	147·0	147·0	147·0
Rope, twine and net	118·6	117·7	120·7	120·6*	120·6*
Hosiery and other knitted goods	102·8	102·3	102·0	102·1*	102·2*
Carpets and rugs	131·8	131·8	131·9	132·0*	132·1*
Canvas goods and sacks	107·0	101·0	104·5	104·5*	104·5*
Leather for footwear	125·0	121·9	127·5	127·9	127·9*
Travel goods	138·2	138·4	141·0	141·4*	141·4*
Made-up clothing	119·3	119·8	120·6	120·8*	120·8*
Weatherproof outerwear	107·3	107·2	107·3	107·9*	107·9*
Men's and boys' tailored outerwear	121·7	122·6	122·6	122·6*	122·6*
Women's and girls' tailored outerwear	117·5	117·9	119·1	119·1*	119·1*
Women's and girls' light outerwear	117·3	118·0	119·7	119·7*	119·6*
Footwear (excluding rubber)	120·7	120·9	121·9	122·2*	122·5*
Refractory goods, including bricks	150·3	153·0	159·3	159·5	159·5*
Non-refractory goods, including bricks	133·7	136·5	140·4	140·4	140·5*
Building bricks, common, other than fletton, *ex works*	141·1	144·6	148·6	148·6	148·6*
Building bricks, fletton, common, *delivered*	120·0	123·5	130·2	130·2	130·2*
Electrical porcelain	137·6	137·6	137·6	137·6	139·8
Domestic china and earthenware	161·9	163·3	169·1	171·4	171·4*
Glass (other than containers)	142·7	144·5	146·5	147·0*	147·0*
Glass containers	130·7	129·3	130·2	130·2	130·2
Cement, delivered	128·0	132·0	132·0	132·0	132·0

*Provisional figures. †This index is based on prices ruling on the last day of the month.

(*Continued on next page*)

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WHOLESALE PRICES, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967		1968				1967		1968		
	April	Oct.	Feb.	Mar.	April		April	Oct.	Feb.	Mar.	April
Abrasive paper and cloth	132·1	134·4	143·8	143·8	143·8*	Other manufactures of paper and board	115·7	116·0	124·7	124·7*	124·7*
Cast stone and cast concrete products	117·9	117·9	118·3	118·3*	118·3*	Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Home-grown hardwood	107·0	106·8	107·5	107·6	108·5*	Rubber goods (other than tyres and tubes)	122·7	123·5	127·3	127·8*	127·8*
Joinery	141·2	143·6	150·2	153·4*	153·6*	Rubber footwear	135·4	137·3	142·3	142·3	142·2
Domestic furniture	127·6	127·5	133·2	134·0*	134·0*	Linoleum and felt base	151·4	151·4	151·4	157·9	164·8
Bedding, etc.	119·4	119·2	124·8	124·6*	125·0*	Brushes and brooms	145·5	145·7	153·0	153·3	153·3*
Wooden boxes, packing cases, crates, etc.	130·0	128·7	132·3	132·7*	134·8*	Toys and games	132·6	132·9	136·3	136·4*	136·9*
Paper and board	115·0	114·7	122·8	123·8*	125·0*	Sports equipment	144·8	147·1	148·0	148·0	148·0*
Cardboard boxes, cartons and fibreboard packing cases	123·4	122·8	126·3	127·1*	127·8*	Pens and pencils	116·2	116·3	120·5	120·6*	121·3*
Wallpaper	142·7	143·2	153·1	159·2*	159·2*	Other stationers' goods	136·5	136·5	139·1	139·1	139·1*
Paper bags	122·4	122·3	133·4	133·4*	133·4*	Plastic mouldings	108·1	107·9	109·5	110·1*	110·3*
Manufactured stationery	128·0	128·0	129·8	134·2	135·3*						

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967		1968				1967		1968		
	April	Oct.	Feb.	Mar.	April		April	Oct.	Feb.	Mar.	April
Hides and skins	102·1	86·4	95·6	101·7	100·3	Textiles:					
Imported	115·4	96·8	105·6	110·9	108·2	Coir yarn, c.i.f. United Kingdom ports	155·0	161·2	179·9	178·5	178·2*
Native	82·2	70·8	80·5	87·7	88·4	Cotton, raw	66·2	68·8	81·9	80·4	79·5*
Non-ferrous metals:						§Jute, raw, 'PWC grades', c.i.f. Dundee	176·9	152·1	167·9	163·9	162·9
Aluminium, virgin ingot, delivered	125·6	125·6	146·6	146·6	146·6	§§Jute, raw, 'PWB grades', c.i.f. Dundee	165·1	141·2	153·5	150·4	148·4
Copper, ex-ship, wharf or warehouse†	145·1	166·1	292·7	289·5	213·6	Silk raw, delivered mill	188·6	218·0	245·1	231·8	223·8*
Lead, ex-ship, wharf or warehouse†	85·3	85·0	99·9	102·7	103·0	Sisal, East Africa No. 1 Grade, c.i.f. London	88·1	75·2	82·8	82·6	81·7
Nickel, refined, delivered	144·3	158·9	185·4	185·4	185·4	Wool, raw	77·4	67·4	78·1	79·0*	78·6*
Tin, ingot, min. 99·75 per cent, settlement price	168·9	165·3	182·9	183·0	182·6	Crossbred, medium and coarse, c.i.f. UK	80·9	62·8	59·7	65·4	63·2
Zinc, ex-ship, wharf or warehouse	126·1	122·4	140·5	139·3	139·5	Crossbred, fine, c.i.f. UK	80·8	67·7	84·2	86·2	84·7
Oils, resins and gums:						Merino, c.i.f. UK	74·9	69·2	84·3	83·5	83·2
Linseed oil, crude, naked, ex-works	101·6	123·6	149·7	149·7*	149·7*	Timber:					
Palm oil, c.i.f., in bulk	101·8	101·8	101·8	101·8	100·8	Imported hardwood (ex-yard or wharf)	119·4	121·0	136·2	136·3*	136·7*
Whale oil, acid, soft, naked, ex-works	41·8	41·9	33·2	33·2*	33·2*	Imported plywood (delivered to consumers)	113·1	111·7	122·4	123·2	123·6
Pyrites, c.i.f., United Kingdom ports	69·3	75·7	89·6	94·2	92·5	Imported softwood (delivered to consumers)	118·0	118·3	128·2	129·8	129·8*
Rubber, No. 1 R.S.S. one month future	85·5	81·8	79·8	85·6	86·3						
Sulphur, crude (for acid making), c.i.f.	122·9	128·1	145·2	145·2	145·2	Woodpulp, imported	100·4	100·5	107·8	107·8	111·2

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session. § Replaces index for 'Export Hearts' } February and March
§§ Replaced index for 'Export Lightnings' } index numbers revised.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 23, 1968.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Assets and liabilities of hire purchase finance companies

A RISE in the first quarter of 1968 of £21 million in the instalment credit debt owed to finance houses continued the upward movement which began in the third quarter of last year following the recovery in hire purchase business from the depressed levels in the latter part of 1966 and early part of 1967. At the end of March 1968 outstanding debt was, however, still £90 million below the level at end March 1966. Total selected assets rose by £11 million during the first quarter as the increase in instalment credit debt was offset to some extent by decreases of £8 million in holdings of other securities and of £3 million in other advances and loans.

The most significant changes in selected liabilities in the first quarter were the fall of £16 million in total deposits and a more than counterbalancing rise of £26 million in other borrowing. The fall in deposits was largely the result of a decrease of £21 million in deposits by United Kingdom non-financial companies; small changes in the other categories of holdings of deposits reduced the overall decrease to £16 million. Falls in deposits by United Kingdom non-financial companies have been recorded in the first quarters of recent years. The increase in other borrowing was almost entirely made up of increased borrowing from United Kingdom banks (£25 million). Bills discounted rose by £6 million and increases of £6 million in unearned finance charges and £2 million in issued capital and reserves were also recorded. As a result of these changes the total of selected liabilities rose by £24 million.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	Dec. 31, 1967	June 30, 1967	Sept. 30 1967	Dec. 31, 1967	Mar. 31, 1968
Assets with United Kingdom financial institutions other than banks	9	7	12	9	11	10	9	9
Trade investments and investments in unconsolidated subsidiaries	41	54	52	60	58	58	60	61
Other securities	20	20	35	24	20	28	24	16
Hire-purchase, credit sales and other instalment credit outstanding (1)	803	894	807	786	764	781	786	807
Other advances and loans	117	133	120	127	128	122	127	124
Total of Selected Assets	990	1,108	1,026	1,006	981	999	1,006	1,017
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	111	114	121	106	90	90	106	112
Deposits by:								
(a) United Kingdom Banks	84	106	85	85	103	95	85	90
(b) Other United Kingdom financial institutions	55	61	76	71	65	69	71	69
(c) United Kingdom non-financial companies	203	255	262	249	219	228	249	228
(d) Other United Kingdom residents	66	96	115	104	104	101	104	104
(e) Overseas residents	86	136	131	88	130	101	88	90
Total deposits	494	654	669	597	621	594	597	581
Other borrowing:								
(a) United Kingdom Banks (net) (2)	116	113	47	84	67	93	84	109
(b) Other United Kingdom financial institutions	7	7	3	9	8	9	9	9
(c) United Kingdom non-financial companies	2	2	1	1	1	1	1	1
(d) Other United Kingdom residents	7	6	5	7	6	7	7	7
(e) Overseas residents	—	—	—	—	—	—	—	1
Total other borrowing	132	128	56	101	82	110	101	127
Unearned finance charges	88	96	81	90	81	86	90	96
Issued capital and reserves (3)	172	174	180	186	179	190	186	188
Total of Selected Liabilities	997	1,166	1,107	1,080	1,053	1,070	1,080	1,104

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— Indicates less than £0·5 million.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316, for Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

New CSO publication

NEXT WEEK the Central Statistical Office commence publication of a new quarterly called *Statistical News*. Its purpose is to put the user of statistics in touch with all that is going on in the world of official statistics. Each issue will contain two or three main articles treating selected topics in depth. Shorter notes will cover developments over the whole field of official statistics. A useful feature of the journal will be a cumulative index of the contents.

In the first issue Professor Claus Moser discusses the future role of the Central Statistical Office: and Mr. J. Stafford, Director of Statistics at the Board of Trade, writes about a new Business Statistics Office. In a technical article Mr. W. F. F. Kemsley, of the Government Social Survey, explains changes in the sample design of the Family Expenditure Survey. There are 60 shorter notes.

Statistical News costs 6s. from HMSO, 49 High Holborn, London, W.C.1, or by post (6s. 6d.) from HMSO, PO Box 569, London, S.E.1.

Turnover of the catering trades, laundries and dry-cleaners, and hairdressers in March 1968

THE TURNOVER of the catering and the hairdressing trades in the first quarter of 1968 was no different from the first quarter of 1967, and for laundries and dry-cleaners there was a 1 per cent fall between these two periods.

Total receipts of the catering, laundries and dry-cleaning, and hairdressing trades together amount to about £560 million in this quarter, equal to about one-fifth of the total turnover in retail shops. This lack of growth in these service trades is in marked contrast with the 7 per cent increase in the value of retail trade over the same period.

Catering trades

The total turnover of the catering trades in March was 1 per cent less than in the corresponding month of the previous year, but the fall, as compared with 1967, may be due to Easter falling in April in 1968. The sales of public houses were 3 per cent less than in March 1967: it is hard to measure at all precisely how much of this decline is due to the later Easter. In 1967, when Easter was in March, sales were rather larger, and April sales were rather smaller than in the corresponding months of 1966. Comparing the March turnovers in the two years 1968 and 1966, both of them years in which Easter fell in April, suggests that the value of turnover in March was a little lower than might have been expected bearing in mind the increases recorded for the two previous months of the year.

Much the same influences were at work causing the turnover of licensed hotels to be marginally less in March 1968 than in the previous year, and the turnover of restaurants, cafes, etc., was only marginally higher than in the year earlier. On the other hand, Easter being in April this year may be largely responsible for the exceptionally high increase in the turnover of canteens in March 1968 compared with March 1967 which included a holiday period.

Laundries and dry-cleaners

Both laundries and dry-cleaners showed a 4 per cent increase in turnover in March 1968 compared with March 1967. This exceptional increase must be largely attributed to the disturbance to these figures caused by Easter: for each of the months January, February and March sales were very little different in 1968 from what they were two years earlier in 1966.

Hairdressers

Men's hairdressers showed a marginal decrease in turnover, and women's hairdressers a marginal increase in March 1968 compared with a year earlier. For the quarter as a whole, however, there was little change compared with a year earlier.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	104	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	119	131	108	95	98	104	108	111	123	133	133	128	109	101	114
	1968		100				96	100	103									
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	−1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968		Nil				+1	+1	−1									
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83				76	81	90									
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	−2	Nil	+4	+1	+6	+3
	1968		+2				+4	+3	−1									
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	102	104
	1968		101				96	103	103									
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	−1	+1	−1	+2	+2	+2	+3	+1
	1968		+1				+1	+2	+1									
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102				100	101	105									
	1967	+2	+6	+1	+4	−1	+5	+5	+6	−3	+1	+3	+7	+4	+3	−2	−1	−1
	1968		−1				+1	Nil	−3									
Canteen (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	106	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	101	107	100	94	90	99	108	116	109
	1968		114				110	114	117									
	1967	−2	−2	Nil	−3	−1	+2	−1	−6	+7	−3	−3	−3	−3	−4	−1	+1	−3
	1968		+5				Nil	+4	+11									

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The March, 1968, period was the five weeks from February 25, 1968, to March 30, 1968, the March 1967 period was from February 26, 1967, to April 1, 1967.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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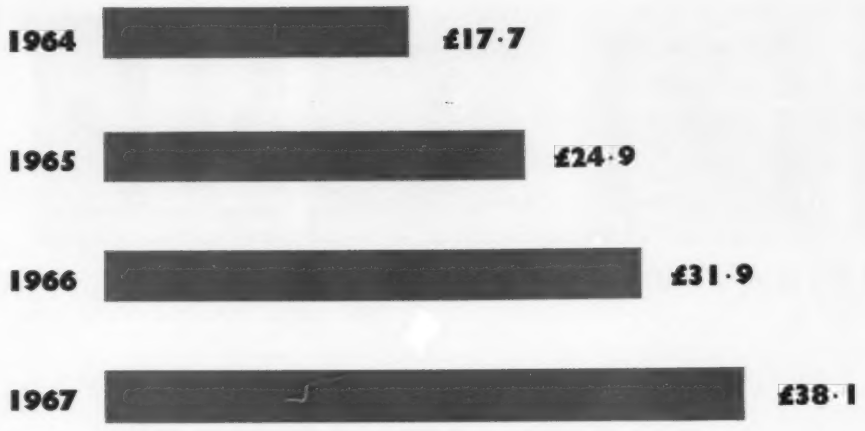
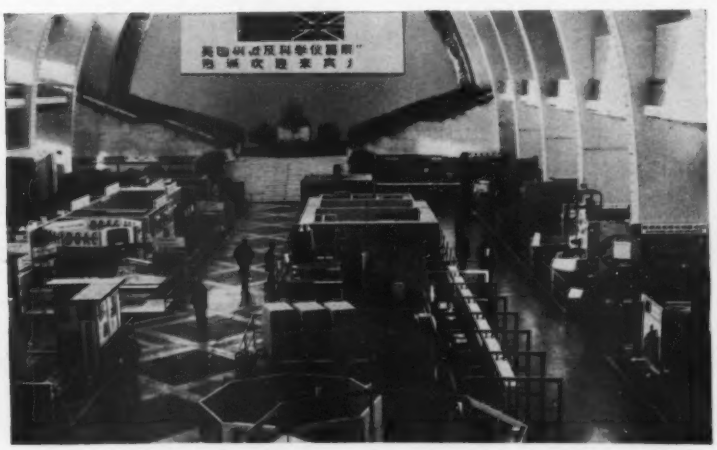


PRINCIPAL EXPORT GROUPS

IN £ MILLION	1964	1965	1966	1967
Machinery (Non-Electric)	2·8	5·9	10·2	5·9
Machinery (Electric, including Measuring and Scientific apparatus)	1·7	2·6	3·7	1·8
Transport Equipment	1·8	1·1	·8	2·8
Iron and Steel	2·8	2·2	5·1	6·3
Non-Ferrous Metals	1·1	5·0	2·9	6·5
Scientific and Control Instruments	1·1	1·9	3·0	2·0
Chemical Elements, Compounds and Materials	·6	1·7	1·8	2·6
Textile Fibres, Yarns and Fabrics	4·0	2·5	2·8	1·2
All Other Groups	1·8	2·0	1·6	9·0
TOTAL EXPORTS	**17·7**	**24·9**	**31·9**	**38·1**



General view of a portion of The British Industrial Exhibition, Peking, 1964.

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Chemical Plant	Complete Textile Manufacturing Plants

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The initial circulation of the journal will be 5,000 copies. These copies will be mailed from this country direct to industrial and commercial departments and establishments concerned in the purchase or use of imported equipment and products. The mailing list will be regularly revised in the light of changing circumstances. The principal sectors of the mailing list include the following:

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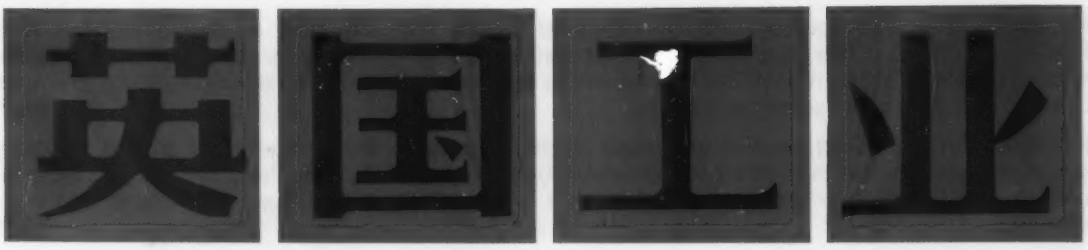

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of Business Turnover in 1966 Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96				90	97	100									
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968		—1				—4	—3	+4									
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97				95	98	98									
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968		Nil				—3	—2	+4									
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	96
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94				82	96	102									
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968		—2				—6	—4	+4									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Headings 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of Business Turnover in 1966 Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98				94	98	102									
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+3	+1
	1968		Nil				—2	—1	+1									
Men's hairdressers and men's hairdresser-tobacconists' (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97				100	98	95									
	1967	+3	+4	+2	+2	+2	+4	+6	—3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968		Nil				+1	Nil	—1									
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98				92	98	104									
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968		Nil				—2	—1	+1									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

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Advice on the working of the investment grants scheme and copies of applications forms can be provided by the following offices of the Board of Trade:

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All requests for information and application forms for computers and ships should be addressed to Southend.

General assessment of the economic situation

(From the article on the economic situation to be published in *Economic Trends*, May 1968)

SOME EVIDENCE of an increase in export demand in the period following devaluation is now becoming available. There are growing indications from the recent export figures of an upward movement in the underlying trend. It inevitably takes time, however, for the volume of exports to build up in response to devaluation. The high figures for the first quarter were heavily influenced by the carry-over from the dock strikes and higher export prices following devaluation; they also reflected the upturn in world trade, which would have generated increased exports even in the absence of devaluation. But the carryover from the dock strikes was almost certainly diminishing over the period and declined further in April. There is no sign of any appreciable substitution of home supplies for imports.

There is evidence also of lengthening export order books and an increase in production for export. For example, production of cars for export has been running above last year's average level, and new export orders for steel have been high. The increase in export orders in the textile and clothing industries has been more uneven but nonetheless discernible, while orders for ships have been sharply up compared with the closing months of last year (though the increase has not been evenly spread among the yards). Export orders for machine tools have also advanced strongly; orders in the engineering industries as a whole, however, had shown no increase by February.

The behaviour of the economy in the six months preceding the Budget is now becoming somewhat more clear. Demand in this period was on a rising trend, strongly led by consumers' expenditure. Public investment was higher, while private investment probably continued to be weak. The demand for consumer durables was particularly buoyant, even though there are signs of a slowing down in the rate of growth of expenditure on cars in the first quarter. Spending on durables was stimulated by rising money incomes after the end of the period of severe restraint, and by the fear of post-devaluation or Budget-induced price increase. On the output side, there was a substantial rise in the index of industrial production in the five months up to February. Within manufacturing industry, the increase in the output of cars and textiles was especially significant.

Indicators for the post-Budget period show some signs of a moderation in the rise of consumer demand. In April, there was a very sharp decline in the number of hire purchase contracts for both new and used cars and the preliminary indications are that new car registrations declined further. Unemployment rose further (seasonally adjusted) between March and April, mainly in construction, and the percentage rate rose to 2.3; between January and April, unfilled vacancies for adults have decreased on average by about 1,000 per month.

Earnings and wage rates have continued to rise in recent months. In the first quarter, the index of basic hourly wage rates was nearly 3 per cent higher than in the fourth quarter of last year, while average monthly earnings were about 1½ per cent higher in three months to February than in the previous three months. The March index of retail prices, which relates to the period before the Budget, was less than ½ per cent above the February figure. Since October, basic wage rates have risen faster than retail prices; up to March basic hourly wage rates have increased by about 3½ per cent, retail prices by about 2½ per cent. Because of the continuing effects of devaluation, seasonal influences, and the Budget measures, it is likely that there will be a sharp increase in the all items retail price index for April.

London clearing bank advances, other than to the nationalised industries, continued to rise in April, but the increase of £30 million was substantially less than in February (£63 million) or in March (£74 million), and was more than accounted for by categories exempt from the ceiling; the banks' holdings of commercial bills also rose. The Building Societies' average liquidity ratio has continued to decline, and in March reached 15.9, the lowest for over two years. On April 19, the Building Societies' Association announced increases in the rates paid on shares and deposits, and consequential increases in mortgage rates.

Exports in April were £486 million, only a little below the first quarter average. Imports in April, at £645 million (excluding United States military aircraft) showed a slight fall compared with February and March. Both tobacco and precious stones, which have been high in recent months, fell back to lower levels, but imports of silver continued high. The visible trade deficit in April, at £87 million showed a further small reduction. Largely because the initial effects of devaluation were adverse, a fairly large-scale deficit in the balance of payments is to be expected in the first quarter of this year.

In the exchange markets, April was a much quieter month than March and a more satisfactory one for sterling. The gold and convertible currency reserves rose by £21 million to £1,155 million after the proceeds were received from a medium-term loan of £21 million from Germany.

The world private demand for gold shot up in the period up to the announcement of the details of the Washington agreement on March 17. In the light of data now becoming available for the year 1967, private demand absorbed not only the entire $1,400 million worth of available output, but in addition $1,600 million of official monetary gold stocks. Of this $1,600 million decline in reserves, $1,400 million took place in the last quarter of 1967, immediately prior to and in the wake of the sterling devaluation. In the period up to mid-March of this year, judging from recorded changes in official stocks, further amounts totalling well in excess of $2,000 million appear to have gone into private hands. During the period following the closing of the London gold market, the price of gold in Paris increased sharply and reached over $44 per ounce on March 15, but declined to about $39 by the end of the month. When the London market re-opened on April 1, the first price fixing was $38; the market price during April remained well below the peak reached in Paris during the previous month.

* Unless otherwise stated, this report is based on seasonally adjusted data.

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Exhibitions and Fairs

British aerospace industry on show at Hanover

A report from the British Embassy, Bonn

THE SEVENTH Hanover Air Show, 1968, was opened on April 25 by Professor Schiller, Federal German Minister of Economics, and lasted till May 5.

It was the biggest Hanover Air Show to date, covering a total area of 100,000 sq. metres. Of this, 15,407 sq. metres was in respect of rented display area, either hall or open air, an increase of 25 per cent over 1966 achieved through the building of a third hall. The remainder consisted of the area allotted for parked aircraft: the number of aircraft displayed, 111, was ten per cent higher than in 1966.

About 115,000 visitors attended the Air Show, a slight increase on 1966. The visitors came mainly from the Federal Republic but, no doubt partly as a result of the coincidence of the Air Show with the Hanover Trade Fair, there were visitors from many other countries, including Czechoslovakia, Poland, Japan and the Soviet Union, apart from Western European countries. These figures include trade visitors but it is impossible to identify the number of the latter precisely, since there were no officially designated trade days and the show was open to the public every day.

Quantitative British display effort

In the three covered halls there were 152 pavilions or stands (the Mintech and French Government official stands each counting as one for this purpose). These 152 stands were the vehicle for a total of just under 400 exhibitors from 14 countries, the bulk being made up of 135 from the Federal German Republic, 92 from the United Kingdom, 80 from the United States and 53 from France. Relatively few British firms (16) were displayed through agents' stands, 76 out of the 92 either having their own independent stands (16) or else Board of Trade/SBAC joint venture stands (62) (one or two firms having both joint venture stands and independent stands). In contrast, over half the American firms were represented through agents' stands. Although numerically British firms were second highest behind German representation, the rented covered area for British firms and their agents together amounted to nearly 4,000 sq. metres, about equal to the area rented by German companies.

Most of the 21 British aircraft displayed were light, executive communications or workhorse aircraft, including those from the Beagle, Britten-Norman, Hawker-Siddeley, Handley Page and Short Bros. and Harland stables. Outstanding in their class were the V/TOL Dornier 31 transport, with Rolls-Royce engines, and the Hawker Siddeley Harrier. The BAC Lightning also drew considerable attention.

High technical standard

The British stands were of a very high display and technical standard. The general effect was to stress, on the one hand, the considerable technological achievements of the British aerospace industry and, on the other hand, its keenness to work towards European cooperation. In Hall A, Rolls-Royce, Hawker Siddeley and BAC had impressive stands with the dominant theme of European technological co-operation on such projects as the Anglo/French Jaguar and Concorde, the Anglo/French/German Airbus A300, and the Federal German V/TOL programme: but presentation of such purely British successes as the Rolls-Royce RB211 for the Lockheed 1011 Airbus was also not lacking. There were other important British independent stands in Halls A, B and C. In Hall B, the many British participants in joint venture stands were grouped together and in the same area as the Ministry of Technology and SBAC stands: this grouping took up about one half of Hall B and, particularly because of a cleverly designed harmonized British presentation, gave a distinctly British flavour to that Hall.

The Mintech stand complemented the British industrial stands, stressing as it did the supporting work being done by the various Governmental research and development establishments, including work on component and material research, in some cases carried out by industrial partners on an agency basis. Many inquiries were received during the course of the Show by Mintech personnel on technical questions.

In the result, the British aerospace industry appeared in many respects to be the most impressive and striking display element at the Show.

British flying display

There was a fair amount of flying by aircraft of exhibiting countries during the Show and, of the non-British aircraft, the Dornier 31 aroused particular interest. A special British flying display on Monday, April 29, was highly praised by all who saw it, including the local press. It was held in extremely good weather conditions and was timed with great precision. The outstanding item was the superb performance of the V/TOL Hawker Siddeley Harrier. The display also included service helicopters, the HS125, the Beagle Pup, the Victor tanker, the De Havilland (Canada) twin Otter, the Beagle 206, the Short Skyvan, the Handley Page Jetstream, and the Britten-Norman Islander. (It is interesting to note that the German firm Ostfriesische Lufttaxi successfully used 'Islander' aircraft to operate a scheduled service between the Trade Fair and the Air Show.)

(Continued at foot of next page)

Left: Aerial view of the Hanover Air Show and Hanover Airport. Right: Mr. John Stonehouse, Minister of State, Ministry of Technology, discusses the merits of the Vatric-Tedeco magnetic chip-detectors with Mr. R. A. Wiggins, the company's project manager for this equipment. These chip-detectors, say Vatric, are currently being fitted to most airline aircraft as well as those of the Royal Navy and RAF as a safety precaution for establishing early failure detection for bearing wear both in engines and gearboxes. In the background is Mr. O_2 Fischer, Continental sales manager for Vatric.

Brussels International Fair

A report from the British Embassy, Brussels

AFTER THE exceptional pre-British Week effort made at last year's International Fair, the official British participation at this year's Fair took its more normal form of an information stand designed to assist the hundred or so firms whose stands displayed British products. The stand, which was once again constructed by a Belgium firm to a COI design, was extremely attractive and drew much admiring comment, particularly for the beautiful and colourful carpet which had been lent by the manufacturers, Brintons Ltd. of Kidderminster. The main exhibit was a model of Concorde, which attracted considerable attention; questions were very varied ranging from those concerning the cost of production to others about the date when the aircraft will be in regular service. The stand was manned throughout the Fair (April 20 to May 1) by Embassy staff who distributed large quantities of publicity material on Concorde and many other subjects to a curious public. The display based on the new Cunard liner 'Queen Elizabeth II' also aroused public interest; one American visitor was very pleased to be able to discover the date of her first sailing.

Many visitors to the stand were interested in holidaying in the United Kingdom, and a tremendous volume of publicity material supplied by British Travel Association was distributed from the stand.

Maria Searle of the BBC French Service had a counter at the stand and invited listeners to the Service to enter a competition, the six lucky winners of which will be offered a fortnight's holiday in Great Britain. If all the visitors who took entry forms enter the contest Maria Searle and her staff will no doubt be very busy during the next few weeks choosing the winners.

Although the British stand scored considerable success as a public relations effort, it also had a more concrete commercial aim. Once again over 100 firms representing British manufacturers participated in the Fair and the staff at the Information Stand were kept busy answering inquiries about the range of British products displayed. Commercial Officers from the Embassy visited each of the firms exhibiting British products and also took the opportunity of 'prospecting' for potential agents amongst exhibitors who were not already representing British manufacturers.

The British Ambassador to Belgium, Sir Roderick Barclay, visited the Fair on April 23, when he was welcomed by the organizing committee. He was then taken on a tour of the stands showing British products before stopping to admire the Information Stand, which had earlier that day also received a visit from HRH the Prince of Liège.

Sir Roderick Barclay, HM British Ambassador to Belgium, looks at the model of the Concorde displayed on the British Information Stand at the Brussels International Fair. The model attracted a considerable amount of interest and inquiries from visitors to the exhibition.

Autumn exhibitions for British Export Trade Centre in Zurich

A SERIES of exhibitions in men's wear, women's wear, children's wear, knitwear and furnishings is now being planned for the autumn at the British Export Trade Centre in Zürich.

As a result of a series of meetings held at the beginning of May at the Centre's London offices, a number of leading British manufacturers agreed to participate in a plan to export to Switzerland for the first time.

Paul Kitschmann, managing director of the Centre, said: This is the toughest market in Europe, but it can also be one of the best for those who have the attractive goods to sell at the right price.'

British manufacturers taking part in the plan will go out to Switzerland on market familiarization trips this coming June.

Tenders for British Pavilion at Japan World Exhibition

THE CENTRAL OFFICE of Information have announced that they will be inviting tenders for the construction and site works of the British Pavilion at the Japan World Exhibition to be held at Osaka in 1970. Site work will commence on October 1, 1968.

Invitations to tender, with plans, specifications and bill of quantities, will be issued about mid-July. (A number of Japanese firms have already expressed interest.) Any company wishing to be considered should apply in writing to the Director, Exhibitions Division, Central Office of Information, St. Christopher House Annexe, Sumner Street, London, S.E.1 not later than June 15.

The contract will be awarded by competitive tender.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles. etc. were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

HANOVER AIR SHOW, *continued*

Support by British Government representatives

Mr. John Stonehouse, Minister of State, Ministry of Technology, spent two whole days at the Air Show (on April 19 and 22) during his visit to Hanover, which also included attendance on other days at the Hanover Trade Fair. Besides visiting every British stand and watching the special British flying display, he also visited the stands of many German and French airframe and aero-engine constructors with which British industry is associated. On April 19 he gave a press conference attended by about 65 journalists from several countries of Western Europe, and at a smaller special press conference on April 22 he was able to announce the Libyan order for a British air defence system. In addition, he was joint host with Mr. Hunt, President of the SBAC, at a reception given in the SBAC stand to British exhibitors and many German guests, including members of the Presidium of the BDLI (the German equivalent of the SBAC). Mr. Stonehouse also attended the BDLI reception later that evening.

Mr. S. L. Edwards, Minister (Economic), British Embassy, Bonn, and Mr. D. W. Hennessy, HM Consul General, Hanover, along with senior Mintech officials were present at the official opening of the Show and subsequently toured the exhibition halls.

Mr. Ray Brown, Head of Defence Sales, visited the Show and had useful discussions with German and British industrialists.

German visitors

Besides important German industrialists, Professor Schiller, Federal Ministry of Economics, Herr von Hase, State Secretary of the Federal Ministry of Defence, General Steinhoff, Inspector of the Federal Air Force, and senior officials of the Federal Ministries of Defence and Economics also visited the Show and inspected British exhibits among others.

One important result of the whole joint Governmental/industry effort was a very successful projection of the British aerospace industry as a necessary and willing partner in the development of European aerospace technology. But the Show also provided an excellent opportunity for British participants to make useful contacts with German industry and potential customers, and in general British participants were well pleased. The Hanover Air Show has certain limitations because flying must inevitably be restricted for air traffic control reasons and because of the lack of specifically designated trade days. But the Show is going from strength to strength, and the strong, impressive and, above all, highly professional British effort in 1968 was well worthwhile.

Mr. M. P. V. Hannam (left), Principal British Trade Commissioner in Hong Kong, opened an exhibition of British books for students and teachers in the Exhibition Gallery of the City Hall, Hong Kong, on April 18. The exhibition was organized by Mr. Thomas Brash (right) of the British Bookshop, and was open to the public until April 24. The British publishing industry's record turnover in 1967 is estimated at £140 million, of which exports accounted for £60 million. Over 200,000 British books are currently in print, including many in foreign languages. Nearly 30,000 new titles were added last year.

Sir Thomas Brimlow, British Ambassador to Poland, opening the Rank Xerox exhibition in Warsaw at the beginning of April. One of the chief guests was Mr. Z. Furtak, Vice-Minister of Foreign Trade, and during the week over 1,000 officials saw the 720 and 660 copiers and other systems.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143.)

Seminar for British Industrial Exhibition, Sao Paulo

BNEC LATIN AMERICA is holding a one-day seminar at the Europa Hotel, London, on July 10 for businessmen planning to take part in the British Industrial Exhibition in Sao Paulo, Brazil, next March. This will be the first British exhibition in South America for 37 years and will provide 50,000 square feet of display area for British products in this rapidly developing area of Brazil.

Among the speakers will be Sir Anthony Percival, Secretary of the Export Credits Guarantee Department; Sir Geoffrey Wallinger, director of the Bank of London and South America and a former British Ambassador to Brazil; a representative of N. M. Rothschild and Sons, and Mr. Peter Ford, chairman of BNEC Latin America and director of commercial operations, the Plessey Co. International Group.

The Board of Trade is commissioning a special market survey in Brazil of selected industrial items. Copies will be available next month.

A Plessey recording current meter being lowered over the side of a North Sea drilling rig to measure and record the direction and speed of sea currents. The meter is a piece of the equipment being shown by the Plessey Marine Systems Division at ODPEX 68, Rotterdam, May 20-24.

'Design for Export' Exhibition and seminars

THERE WILL BE a Board of Trade inquiry desk at the export exhibition which forms part of the 'Design for Export' project organized by the British National Export Council for Europe and the Council of Industrial Design and which will run from June 11 to July 27. The stand will be manned by staff from the Export Services Branch of the Board of Trade.

The 'Design for Export' promotion, which will be launched by Mr. Harold Wilson, the Prime Minister, on June 10, will include eight one-day seminars for senior management. These will start on June 12. A major exhibition in The Design Centre will show more than 100 products which are being successfully exported. A special section on a separate floor will feature case studies of capital goods and consumer durables showing the correlation between successful design and export success.

The seminars will be linked to these case studies but not exclusively. Several European experts will be contributing to the programme, which broadly covers the field of heavy and light engineering. Four main themes will be covered: Market information, Designing for standards, Product development, and Packaging and presentation. Capital goods and consumer durables will be covered on separate days.

Northern Exporting Exhibition for Sheffield

THE NORTHERN Exporting Exhibition will be held from September 11 to 13 in the Royal Victoria Hotel, Sheffield. Organized by Planned Exhibitions Ltd., Sheffield, the purpose is to assist existing exporters and to make potential new exporters aware of the many facilities available to help manufacturers wishing to enter export markets.

Another aspect of the exhibition will be a symposium organized in conjunction with the Sheffield and District Branch of the Institute of Export, which will be aimed at increasing the knowledge of export personnel.

Scotshop and Scotware for Glasgow

INTENDED TO BE a focal point at which the growth and progress of the fancy goods, gifts, stationery and toy trades can be shown in Northern Britain, Scotshop, the Scottish Fancy Goods, Gifts, Stationery and Toy Fair, will be staged in the Kelvin Hall, Glasgow, from February 11 to 14, 1969.

Exhibits will cover fancy goods, gifts, toys, stationery, shop display fittings and business aids and china and glass.

Side by side with Scotshop in the Kelvin Hall will be the first Scottish Hardware and Allied Trades Show, Scotware. This will cover hardware, ironmongery, gardening products, do-it-yourself materials and shop display fittings and business aids.

Both exhibitions are organized by Lintex Ltd.

'Satisfactory business' at Belgrade Motor Show

A report from the British Embassy, Belgrade

THE 30TH International Fair of Motors and Motor Vehicles was held in Belgrade from April 19-28. With 129 Yugoslav and 147 foreign exhibitors, it was the largest yet held. It was officially opened by a Federal Minister, Mr. Pozderac, who kindly included in his entourage Lord Brown, Minister of State, Board of Trade. Lord Brown took advantage of the occasion to visit all the British stands for discussions on trading opportunities in Yugoslavia, accompanied by the British Ambassador, Sir Duncan Wilson, and members of the Commercial and Information Departments of the British Embassy in Belgrade.

There were two British joint ventures: one on specially arranged terms with our main manufacturers; the other with the Society of British Motor Manufacturers and Traders. For the latter an attractive stand was constructed under CoI supervision for the 14 British manufacturers of components and accessories participating.

There was unanimous agreement that this year the British had made a very good showing, and it was notable that the joint venture stand had many visitors at all times. In view of the strong foreign competition (which included for the first time Toyota of Japan) it is all the more creditable that our exhibitors reported satisfactory business.

All the vehicle manufacturers represented say that there is substantial interest in British vehicles, even the more expensive models, and Leyland (the only British commercial vehicle exhibitor) are satisfied with their representation. All took the opportunity to review their after sales service organizations and some important improvements are being introduced.

Official sources put the number of visitors at over 300,000.

Without exception the British exhibitors wish to return for the 1969 fair, saying that apart from the successes achieved this 'shop window' is relatively inexpensive, has reached true international standard and that its situation makes it a pleasure to attend. It is not an opening for Yugoslavia only but an attraction for buyers throughout the Balkans.

"MEET THE PROFESSIONALS"

STAND 38

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Overseas Trade and Exports

Cyprus: the Second Five Year Plan

By E. R. Worsnop, First Secretary (Commercial), British High Commission in Nicosia

ON INDEPENDENCE in August 1960, the Cyprus economy was suffering from a depression. There was widespread unemployment, the emigration rate was running high, private capital was leaving the country and the *per capita* income had declined to £185. Foreign exchange reserves had fallen to £17 million. The Cyprus Government immediately set about the task of rectifying this situation by the restoration of financial and monetary stability and by sound economic planning. The execution of the First Five Year Plan (1962-1966) led to a striking overall improvement and an average annual rate of growth of 6 per cent was achieved in spite of 1964 being a year of economic setback following the internal political disturbances of December 1963. But confidence in the Cyprus economy was not destroyed and recovery set in with speed and vigour. The past three years have witnessed an uninterrupted advance in virtually all sectors of the economy and external trade, on which Cyprus is heavily dependent, has expanded rapidly. Imports in 1967 were valued at £59.2 million compared with £37.6 million in 1964, and the value of exports similarly increased from £20.5 million in 1964 to £29.9 million in 1967. Although the crude trade gap has appreciably widened, it has been comfortably bridged by foreign military expenditure in the island (principally British and United Nations), earnings from tourism, official and private transfer payments, and an inflow of investment capital. By the end of 1967, Cyprus's foreign exchange reserves had risen to a record level of £64 million, representing more than 13 months' value of imports, whilst *per capita* income was estimated at £270, a figure only surpassed by Israel among neighbouring countries.

In November 1967 Cyprus devalued its currency in line with sterling in order mainly to preserve its competitive position in its main export markets. The chairman of the Cyprus Development Corporation Ltd., a development bank set up in 1963 to provide long-term financing and technical assistance to local industry, stated last month that devaluation in Cyprus offers new opportunities to export and import substituting industries and gives an impetus to future industrial investment. Favourable economic trends have continued to manifest themselves in 1968 and Cyprus exhibits a remarkable air of progress and prosperity. In addition, hopes are now cautiously rising that a solution to the island's political difficulties will be worked out in the foreseeable future; the mandate of the United Nations Peace Keeping Force has meanwhile been renewed until June 26, 1968.

The basis of the economy

Cyprus is predominantly an agricultural country; about 40 per cent of the working population are engaged in farming of some sort. Agriculture is the major sector of the island's economy and contributes about 55 per cent to Cyprus's total exports. The chief products are wheat and barley, carobs, citrus, grapes and other soft fruits, potatoes, carrots, cauliflowers and other vegetables, olives, almonds, tobacco, hides and skins. There is also a flourishing dairy products industry whilst livestock and animal husbandry are gaining in importance. Minerals largely make up the balance of total exports. Mining is carried on in various parts of Cyprus, the most valuable minerals being pyrites and copper concentrates. Other minerals extracted include asbestos, chrome, gypsum and pigment earths. The major known ore bodies are now, however, being worked out and the future of the mining industry on its present scale depends to a large extent on new discoveries. There is no heavy industry in Cyprus owing to a scarcity of raw materials and water, but there are many small and medium-sized factories which manufacture a wide range of foodstuffs and consumer goods.

Principal imports are: textiles, clothing, iron, steel and metal manufactures, electrical goods and telecommunications equipment, agricultural, mining, excavating and construction machinery, cars, commercial vehicles and other transport equipment, foodstuffs, chemicals, fuels and lubricants, pharmaceutical products and fertilizers.

Import procedures

The Republic of Cyprus is a member of the Commonwealth and the sterling area. Almost all goods can be imported from Britain without an import licence and there are no exchange control restrictions. For the purpose of establishing title to Commonwealth Preference, new Certificates of Origin and Consignment were introduced on January 1, 1968; the certificates accord in format with the recommendations of the Commonwealth Economic Committee and align with the layout adopted for export documents in the United Kingdom. Concurrently, Cyprus, having joined the Customs Co-operation Council, introduced a new customs tariff based on the Brussels Nomenclature system of classification and revised customs procedures became operative. *Inter alia*, the latter require that values for duty purposes shall be declared by importers in accordance with the provisions of the Brussels Definition of Value.

Traditional British links

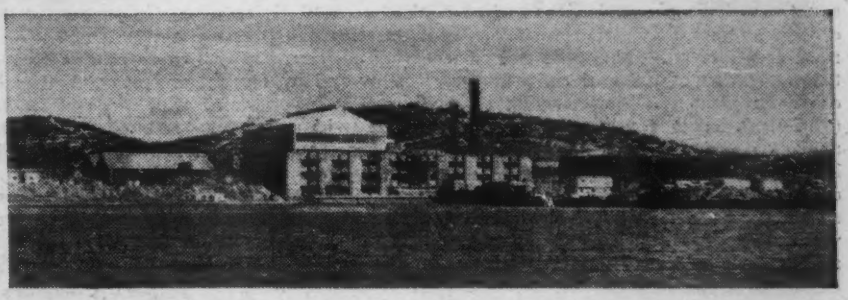
Britain enjoys traditional and friendly commercial links with Cyprus. Our share of the island's import trade since independence has remained fairly constant at approximately one-third. Our reputation stands high and we hold a predominant position as Cyprus's leading trade partner both as regards imports and exports. The island is undoubtedly a good market for British exports and British businessmen have always attached importance to it, obtaining over the years considerable experience in tailoring their service to the needs of the country. Our main competitors are the Common Market countries, particularly Italy, Western Germany and France, and, increasingly in certain lines, the United States and Japan. There is much that can be done to increase our share however, and sterling devaluation should now give us an edge on our competitors. We enjoy much goodwill, but there is no room for complacency; Cyprus has become an extremely price-conscious market.

Business conditions

The rapid expansion of the Cyprus market over the last three or four years has been all the more remarkable in relation to the country's size; the island is slightly less than half the area of Wales

BRITISH ENGINEERING ACHIEVEMENTS IN CYPRUS

ABOVE: Constructed with the aid of a £500,000 grant by the British Government, the new terminal building for Nicosia Airport was officially inaugurated in March. British firms won valuable orders for the supply of equipment.



RIGHT: The first stage of the Moni Power Station near Limassol was completed at the end of 1966 with the installation of two 30 MW turbo-generators supplied by English Electric and steam generating equipment supplied by Babcock & Wilcox. The consulting engineers were Preece, Cardew & Rider; and the civil consultants were Scott & Wilson, Kirkpatrick & Partners.

and has a population of about 610,000. English is the universal language of commerce. Whenever possible, prices in pounds sterling should be quoted c.i.f. Cyprus port. A considerable amount of business is done on CAD terms, although payment terms of up to 180 days are widely requested, whilst for machinery and other capital goods credit terms of two years or longer are sought.

Periodic visits (as part of Middle East tours) by export representatives of British firms, whether they are represented in Cyprus or not, are recommended as the most direct means of increasing business and of discovering new export opportunities. This was exemplified by the visit in November 1966 of a trade mission from the Leicester Chamber of Commerce selling ladies' dresses, hosiery and knitted outerwear. Another trade mission, this time from the Birmingham Chamber, is visiting Cyprus this month selling a wide range of capital and consumer goods; banking, shipping and other professional and technical services are also represented.

During the past four years, the island's import-export trade has been virtually exclusively in the hands of of the Greek Cypriots. Turkish Cypriot businessmen were adversely affected by the disturbances of December 1963. Their movements were restricted and their import trade hampered by communications difficulties and by the Cyprus Government's embargo on the entry of certain goods into Turkish Cypriot areas. Happily, these economic restrictions have now been officially lifted throughout the island. Until there is a genuine rapprochement between Greek and Turk, however, Turkish Cypriot agents of British manufacturers cannot be expected to operate effectively, especially when the relevant sizes of the two communities in Cyprus (18 per cent Turkish, 82 per cent Greek and others) are taken into account. Nevertheless, Turkish Cypriot merchants can and do import direct from Britain; but at the time of writing no Greek Cypriot agent will enter the Turkish sectors to sell, so if any British exporters have products which they think could be sold more actively in a Turkish area, it might pay them to appoint a separate Turkish Cypriot agent. It is recommended, however, that any negotiations on these lines should be dealt with by a personal visit rather than simply by correspondence.

The second Five Year Plan

Increasing export opportunities for British manufacturers are now opened up by the unveiling last month by the Minister of Finance of details of the Second Five Year Development Plan. This ambitious document, which has taken 15 months to prepare, covers the period 1967-71 and has been drawn up after consultation with the private sector. Cyprus operates a free enterprise economy and the planning targets are accordingly indicative rather than mandatory. The plan aims at securing an average *per capita* income of £335 in 1971 compared with £258 at the end of 1966; it envisages an annual growth rate of 7 per cent and total investment of over £200 million, an unprecedented figure in the island's history. Government development expenditure is projected at £57 million (with a further £9.6 million being invested by the Public Corporations) while the private sector is called upon to play a decisive role by investing £136 million. No difficulty in financing this expenditure is anticipated. It is forecast that only 9 per cent of foreign borrowings will be necessary compared with the previous five-year period when foreign credits amounting to more than 23 per cent were required. The plan is based on the support of the whole Cypriot people, both Greek and Turkish, and its major objectives offer the prospect of a broad advance in economic development and social progress. These are summarized as:

(i) the improvement of the balance of payments. In spite of the anticipated relative reduction in exchange assets, the structure of the balance will reflect less dependence on the exogenous and unstable sources of the past.

(ii) the proper utilization of all the productive factors of the economy. There is at present an uneconomic use of manpower which it is sought not only to employ fully but also productively. As for physical resources such as capital, land and water, their more rational use is also planned.

(iii) an increase in social benefits, thus ensuring the participation of all in the country's increasing welfare.

(iv) more balanced regional development.

CYPRUS – THE SECOND FIVE YEAR PLAN, *continued*

Analysis by sector

Agriculture

The plan's target is to increase agricultural production by about 50 per cent and to double agricultural exports. The basic objectives are to reorganize cropping patterns, step up animal production by the introduction of better breeds of livestock and an improvement in veterinary services, encourage mixed farming, and improve efficiency by the better use of agricultural production factors such as water, fertilizers, pesticides and mechanical equipment and machinery. The forestry and fisheries industries will be developed further. Government investment: £10,5 million.

Water development

The central aim will be the best possible conservation and utilization of the island's scarce water resources. A series of measures is planned, including more effective pumping control and regulation of the main aquifers, continuation of dam construction and the execution of minor irrigation works, and an effort to satisfy the ever increasing domestic water supply needs of urban and rural areas (particularly Famagusta). In addition, an island-wide master plan for water development will be prepared in collaboration with the United Nations Special Fund, and a detailed watershed plan for the Paphos region will be drawn up. Government investment: £8.6 million.

Mining and quarrying

The extensive mineral exploration programme undertaken during the First Plan period has strengthened the hope of making new ore body discoveries. Further exploration is continuing. Prospects for quarrying are very encouraging, because of the large construction programme envisaged by the plan. Government investment: £500,000.

Manufacturing

This sector will become one of the cornerstones of the development effort. Import substitution will continue to be encouraged, but increased emphasis will be placed on export promotion. Technical co-operation with foreign firms will be encouraged. The manufacturing sector is targeted to increase its contribution to GDP from 12.2 per cent in 1966 to about 14 per cent in 1971. Exports are anticipated to expand by 74 per cent. Major industrial projects planned include: meat canning, fertilizer production, sawmilling, cement asbestos pipes, textiles, extension of industrial estates and construction of an oil refinery at Larnaca. Other projects which might materialize are: a margarine plant, a tannery and a tin container factory. Government investment: £2.5 million.

Electricity

The Electricity Authority of Cyprus plans to expand power capacity, generation, transmission and distribution at a cost of about £6 million.

Town planning and municipal projects

The major part of total fixed investment will be in the construction sector which is expected to increase its contribution to GDP by about 65 per cent during the plan period. Constructional activities will therefore expand considerably to cater for the increased demands of both the private and public sectors. Government development expenditure on town planning and municipal projects, the most important being the current preparation of an island-wide Town and Country Master Plan and sewage schemes for Nicosia and Famagusta, will amount to £3 million. In addition, provision of about £800,000 has been made to finance the initial stage of construction of a new Central Government Offices complex.

Roads

A road development programme has been drawn up and a master plan will be prepared. £6.2 million will be spent on improvements. The standards of the means of transportation will be raised.

Ports

Two new harbours are planned to be constructed, at Limassol and Larnaca. The functioning of Famagusta port will be improved by the erection of a new passenger terminal and more warehousing, while the provision of cold storage facilities, silo installations by the Cyprus Grain Commission, and modern handling equipment will be considered. Other minor harbour works will be undertaken. Government investment: £7.6 million.

Air transport

The island's air communications will be strengthened and the possibility of introducing internal services will be examined. Specific projects include: the extension of the main Nicosia runway and parking apron, a new control tower and area control centre (including equipment) and telecommunications and navigational facilities equipment. Government investment: £1.8 million.

Telecommunications

The Cyprus Telecommunications Authority is introducing STD and Telex, while overseas communications are being improved by VHF and tropospheric scatter systems. Existing telephone exchanges will be expanded and new exchanges installed with the object of doubling the existing lines. Investment costs are estimated at £2.8 million.

Radio and television

The Cyprus Broadcasting Corporation plans to invest £800,000 on extension and improvements to coverage, programme production facilities, and new equipment.

Tourism

The aim is to elevate Cyprus to the position of being an international centre in direct competition with traditional tourist markets. Assuming political stability, the plan envisages an average increase in tourist traffic of 25 per cent per annum, i.e. from 54,000 in 1966 to 160,000 in 1971. Expenditure on new hotels, tourist amenities and catering equipment will be increased. Government investment: £5.5 million.

Health

A new 270-bed General Hospital will be built in Nicosia. The first phase will provide gynaecological, maternity and paediatric services. Improvements will be made to present hospital accommodation, and modern equipment and appliances, including central heating systems in all district hospitals, will be provided. The Government aim to eradicate tuberculosis and leprosy from the island. The immunization services will be strengthened and an analytical laboratory for food and drug control will be constructed. Government investment: £1.5 million.

Education and cultural development

The emphasis in education will be on qualitative improvement. The expansion and modernization of schools will continue. Increasing emphasis will be placed on technical subjects necessitating the building of new laboratories and the provision of new equipment and technical education aids. A Higher Technical Institute is to be established. Government investment is estimated at £2 million, with a further £1 million to be spent on cultural projects, such as a public stadium and a public library.

Conclusion

Other plans have been drawn up in the fields of labour, welfare and social services. Viewed as a whole, the Second Five Year Plan represents the first thorough attempt to analyse scientifically not only the progress already made but also future prospects in all

(*Continued on next page*)

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The Argaka Magounda dam in the Paphos district, which was constructed in 1963-64 by the Mowlem/Ridgway Consortium with Howard Humphreys & Sons as consulting engineers for the Cyprus water development department at a cost of £275,000. The hydraulically operated penstock and valve were manufactured by J. Blakeborough & Sons of London.

sectors of the island's economic and social activity. In the words of the Minister of Finance: 'Today, Cyprus counts among those countries which demonstrate in practice their determination and ability . . . to secure a better future for the coming generations.' By increasing our exports to Cyprus, as in other ways, Britain can contribute much to that goal.

The growth of British exports to Cyprus

	(£ million)
1963	15.7
1964	11.4
1965	17.2
1966	17.6
1967	19.0

New magazine for Anglo-Cypriot trade

'BRITISH TRADE TOPICS – A Review of Anglo-Cypriot Trade' is the title of a new monthly magazine published by the British High Commission in Nicosia. It will be distributed free to all important members of the trading community in Cyprus, Chamber of Commerce, professional and trade associations, banks, Ministers and Government departments. In the first issue a message from the editor says: 'It will be our policy to develop this magazine into a principal medium of business and trade intelligence for the commercial community of Cyprus and to promote further the two-way flow of trade with Britain by the publication of information not only about available commercial scientific and technological services provided by British industry but also about local news and events in the field of our mutual exchange of business.'

Contributions from British firms for this magazine will be welcomed; these should be concerned primarily with the two-way flow of Anglo-Cypriot trade and should be sent to the Industrial and Trade News Service, Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

Export opportunities in Cyprus

THE following export opportunities in Cyprus have been extracted from recent issues of the *Export Service Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.16141/68	Auto-transformers	Export opportunity	76/68
ESB. 9421/68	Taximeters	Export opportunity	76/68
ESB.14188/68	Cookers; television sets; washing machines	Agency	71/68
ESB.11251/68	Slide fastener manufacturing equipment	Export opportunity	63/68
ESB. 7163/68	Household appliances; television sets	Agency	50/68

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Poland

A PROTOCOL covering trade for 1968 within the framework of the 1965 Trade Agreement was signed in Copenhagen on March 27, 1968.

Danish exports to Poland during 1968 subject to quotas will include fish, casings, pectin, breeding cattle, rockwool and glass-wool, equipment for ships, machine tools and spare parts, equipment for the food and chemical industry, cement manufacturing machinery and parts, electrical power plant and ships.

Polish exports to Denmark subject to quotas include fresh water fish, barley, linen piece-goods, textiles, glassware, confectionery, leather articles of apparel, footwear, cooking utensils and cutlery, hunting ammunition and furniture.

In addition, a large number of commodities outside the quota lists will be exchanged freely between the two countries.

Detailed information is available. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61).

Poland and the United Arab Republic

A PROTOCOL covering trade for the year 1968 between Poland and the United Arab Republic was signed in Warsaw on February 5.

According to press reports the Protocol provides for an increase of 30 per cent in total trade between the two countries and a widening of the range of goods exchanged.

Poland will export machinery and equipment, chemicals, tobacco, iron and steel products, manufactured goods, foundry equipment and a cement plant.

In return the United Arab Republic will export to Poland cotton, rice, textile goods, furniture and leather goods. Detailed information is not available.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/7).

Syria and East Germany

ACCORDING TO the Syrian Press of April 28, Syria and East Germany have signed a contract for the supply of materials required for transformer stations and electric cable between the Katina station at Homs and the phosphate deposits in the area. The contract, which is signed under the provisions of the Syrian-East German Economic and Technical Co-operation agreement, is for L.S.4 million, and is on barter terms. It is to be repaid in instalments of Syrian products over 10 years following completion of the supply of the equipment.

Earlier notification on this subject appeared in the *Board of Trade Journal* on October 11, 1966.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

UK aid to developing countries

Indonesia

AN AGREEMENT has been signed for an interest free loan for £500,000 from the British Government to the Government of Indonesia. The loan, which has a seven year grace period, is repayable over 25 years and will be used for the purchase of British goods.

Commercial inquiries relating to this loan should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747), quoting reference CRE 22249/G.

Double taxation relief

Australia

THE Board of Inland Revenue announce that the Double Taxation Agreement with Australia, published on March 14, 1968, as Statutory Instrument, 1968, No. 305, entered into force on May 8, 1968.

Antigua

The Agreement amending the Arrangement made with Antigua in 1947 was published on May 10 as a Schedule to a draft Order in Council.

Cyprus

The Agreement amending the Arrangement made with Cyprus in 1947 was published on May 10 as a Schedule to a draft Order in Council.

Dominica

The Agreement amending the Arrangement made with Dominica in 1949 was published on May 10 as a Schedule to a draft Order in Council.

Sierra Leone

The Agreement amending the Arrangement made with Sierra Leone in 1947 was published on May 10 as a Schedule to a draft Order in Council.

Zambia

The Agreement, supplementary to and amending the one made in 1955 with the Federation of Rhodesia and Nyasaland, as subsequently continued in force with Zambia, was published on May 10 as a Schedule to a draft Order in Council.

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AFRIQUE nouvelle

SENEGAL

L'Afrique Nouvelle. Circ. 15,000; weekly (Thursday); column width 48 mm.; screen 65; rates per s/c mm.: Fr.8·00; last pg. Fr.12·00; 1st pg. Fr.16·00. Informational journal of Catholic Missions.

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INTERNATIONAL TRADE CENTRE - PUBLICATIONS

Through its 'Publications Programme' the International Trade Centre UNCTAD|GATT helps to make expertise available to the developing countries in the field of export promotion. Pamphlets produced so far include 'Market Surveys: A Bibliography by Products and Countries', 'Manual on Export Marketing Research for Developing Countries' and others. A guide for developing countries on the compilation of basic export market information is being prepared. The Centre also publishes a quarterly magazine, 'Forum', with an intermediate trade supplement. Inquiries about these publications should be addressed to the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, Geneva 10, Switzerland.

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(93/68) Consultancy Service for Ministry of Agriculture and Land Reform. June 22. E.S.B. 19556/68.

ARGENTINA

(91/68) Electro Mechanical Equipment and Construction of Civil Works for Empresa de Agua y Energia Electrica. June 18. E.S.B. 19266/68.

AUSTRALIA

(92/68) Railway Traffic Control Equipment for Commissioner for Railways. (Further Information.) Closing date postponed to June 10. E.S.B. 9328/68.*

(93/68) Auto Transformers for Electricity Commission of New South Wales. June 17. E.S.B. 19531/68.*

(91/68) Cable for Hydro Electric Commission of Tasmania. June 3. E.S.B. 19232/68.*

(90/68) Regenerative Repeaters for Overseas Telecommunications Commission. June 13. E.S.B. 19097/68.

(90/68) Telecommunications Equipment for Postmaster-General's Department. July 4. E.S.B. 19079/68.*

(89/68) Construction of Teachers Training College for South Australian Education Department. (Advance Information.) Closing date not known. E.S.B. 19046/68.

(90/68) Control and Telemetering Equipment for State Electricity Commission of Victoria. (Further Information.) The closing date has been postponed to 3 p.m. on June 3. E.S.B. 14661/68.*

BURMA

Burma Railway Board:

(88/68) Selective Calling Telephone Equipment. June 3. E.S.B. 19031/68.*

(91/68) Electric Lamps. June 3. E.S.B. 19217/68.*

Directorate of Technical Education:

(91/68) Laboratory Equipment; Chemicals. (Further Information.) The closing date has been postponed to May 25. E.S.B. 12743/68.*

(91/68) Surveying Equipment. June 13. E.S.B. 19224/68.*

Ministry of Defence:

(91/68) Tiles. June 7. E.S.B. 19319/68.*

(91/68) Pipe Fittings. June 4. E.S.B. 19222/68.*

(91/68) Canvas Waterproof Cotton. June 15. E.S.B. 19221/68.*

(91/68) Paint Making Materials. June 7. 19220/68.*

(93/68) Pump. June 13. E.S.B. 19547/68.*

(93/68) Roofing Felt and Bitumen. June 13. E.S.B. 19548/68.*

CANADA

(90/68) Construction of Transmission Line for Manitoba Hydro. May 29. E.S.B. 19096/68.

CEYLON

(90/68) Moisture Meters for Agrarian Services Department. June 28. E.S.B. 19093/68.

Government Stores Department:

(90/68) Steel Plates. (Further Information.) Tender documents now available. E.S.B. 18519/68.*

(92/68) Steel Sheets. August 6. E.S.B. 19525/68.

(92/68) Chlorinator for Paranthan Chemicals Corporation. June 12. E.S.B. 19526/68.

COLOMBIA

(90/68) Crushing Machinery for Colombiana de Mineria Ltda. June 3. E.S.B. 19092/68.

(90/68) Transformers and Accessories for Empresa de Energia Electrica de Bogota. June 28. E.S.B. 19095/68.

CYPRUS

(91/68) Fertiliser for Co-operative Central Bank Ltd. May 30. E.S.B. 19227/68.*

ETHIOPIA

(93/68) Books for Ministry of Fine Arts and Education. September 2. E.S.B. 19534/68.*

GHANA

(89/68) Electoral Registration Unit; 'Mini Bus'; Generators for Ministry of Local Government. Closing date not stated. E.S.B. 19057/68.

GREECE

(89/68) Truck Spares for Hellenic State Railways. May 31. E.S.B. 19042/68.*

INDIA

(92/68) Water Pumps and Drives for Assam State Electricity Board. (Further Information.) E.S.B. 15232/68.

(89/68) Temperature Sticks for Bean Purchase Organization. July 17. E.S.B. 19043/68.

Bhabha Atomic Research Centre:

(90/68) Tractor-Cum-Trailer. June 17. E.S.B. 19203/68.*

(93/68) Monitoring System. May 31. E.S.B. 19542/68.

(93/68) Electrolytic Plotting Tank. May 31. E.S.B. 19543/68.

(93/68) Photo Resist Spinner. June 3. E.S.B. 19544/68.

(93/68) Radar Range Calibrator. May 30. E.S.B. 19540/68.

(93/68) Pulse Generator. May 30. E.S.B. 19541/68.

(93/68) Vacuum Feed Trough. June 6. E.S.B. 19545/68.

(93/68) Radiation and Contamination Detection Monitors. June 3. E.S.B. 19546/68.

(93/68) Induction Furnace for Bharat Heavy Electricals Ltd. June 19. E.S.B. 19567/68.

Damodar Valley Corporation:

(92/68) Cooling Towers. (Further Information.) Tender documents now available. E.S.B. 17787/68.*

(93/68) Circuit Breaker. June 24. E.S.B. 19533/68.

Director General of Supplies and Disposals:

(91/68) Lathe. May 29. E.S.B. 19208/68.*

(91/68) Milling Machine. June 4. E.S.B. 19210/68.*

(93/68) Crane for Farakka Barrage Project. June 18. E.S.B. 19532/68.

(90/68) Wrecking Crane for Haldia Dock Project. July 8. E.S.B. 19074/68.

(90/68) Cranes; Hoist for Hindustan Aeronautics Ltd. May 30. E.S.B. 19201/68.

(93/68) Fire Fighting Equipment for Hindustan Shipyard Ltd. (Further Information.) E.S.B. 14639/68.*

(93/68) Zinc Plated Steel Sheet for Indian Telephone Industries Ltd. June 24. E.S.B. 19568/68.

(91/68) Load Truss; Testing Machine for Regional Research Laboratory. May 31. E.S.B. 19233/68.

IRAN

Iranian Tobacco Monopoly:

(91/68) Kraft Paper. July 22. E.S.B. 19267/68.*

(92/68) Cigarette Filter Paper and Cardboard. July 20. E.S.B. 19510/68.*

National Iranian Steel Corporation:

(90/68) Rails and Accessories. June 22. E.S.B. 19073/68.*

(90/68) Bentonite. Closing date not stated. E.S.B. 19090/68.

IRAQ

(93/68) Substations for Ministry of Agriculture. June 15. E.S.B. 19589/68.

(93/68) Anti-Tuberculosis Thermotherapy for Ministry of Health. June 25. E.S.B. 19598/68.

(93/68) Switchgear for National Electricity Administration. June 15. E.S.B. 19586/68.

(93/68) Telephone Cables for Posts, Telegraphs and Telephones Administration. June 25. E.S.B. 19590/68.

IRISH REPUBLIC

(91/68) Water Supply Improvement Scheme for Corporation of Sligo. June 14. E.S.B. 19239/68.

LEBANON

(93/68) Cleaning Equipment and Materials for UN Relief and Works Agency for Palestine Refugees. May 30. E.S.B. 19553/68.

LIBYA

(88/68) Construction of Secondary Schools for Barce Reconstruction Organization. (Further Information.) The closing date has been postponed to May 22. E.S.B. 14651/68.

(89/68) Mobile Theatres for Ministry of Finance. June 17. E.S.B. 18113/68.*

(89/68) Furniture, Clothing for Ministry of Health. (Further Information.) Translated version of the tender documents now available. E.S.B. 16767/68.*

MALAYSIA

(89/68) Vehicles for Sabah Ports Authority. May 31. E.S.B. 19056/68.*

MALTA

Treasury:

(88/68) Steel Wire Mesh. June 6. E.S.B. 19023/68.*

(89/68) Pulverizing Plant. (Further Information.) E.S.B. 18162/68.*

(90/68) Sprocket Forms. June 6. E.S.B. 19083/68.*

(90/68) Mattresses. June 6. E.S.B. 19091/68.*

MEXICO

Mexican Federal Electricity Commission:

(91/68) Water Treatment Equipment. June 4. E.S.B. 19264/68.*

(92/68) Transformers. June 3. E.S.B. 19265/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:

(88/68) Workshop and Automotive Equipment. May 31. E.S.B. 19005/68.

(88/68) Forklift Spares; Tractor; Workshop Equipment. June 3. E.S.B. 19006/68.

(88/68) Locomotive Spare Parts. (Further Information.) The closing date has been extended to June 3. E.S.B. 11981/68.

(93/68) Tyres and Tubes. May 29. E.S.B. 19563/68.*

(Continued on next page)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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(93/68) Tail and Back Lights. May 30. E.S.B. 19564/68.*
(93/68) Bentonite. June 13. E.S.B. 19565/68.*
(93/68) Aircraft Spare Parts. June 24. E.S.B. 19566/68.
(93/68) Building Accessories. June 5. E.S.B. 19537/68.*
(93/68) Leather Paddings. May 31. E.S.B. 19558/68.*
(93/68) Pumping Equipment. May 29. E.S.B. 19559/68.*
(93/68) Communication Equipment. June 14. E.S.B. 19560/68.*
(93/68) Telegraph Table. June 11. E.S.B. 19561/68.
(93/68) Pivot Plates. June 11. E.S.B. 19562/68.*

NETHERLANDS

(91/68) Construction of Roadway for Director-General of Waterways. May 29. E.S.B. 19230/68.

NEW ZEALAND

General Post Office:
(91/68) Chimes. June 12. E.S.B. 19229/68.*
(93/68) Sweep Generator. June 10. E.S.B. 19549/68.*
(89/68) Two Aspect Signals for New Zealand Railways. June 4. E.S.B. 19055/68.*
(90/68) Crockery for North Canterbury Hospital Board. May 29. E.S.B. 19082/68.*
(93/68) Fire-fighting and Rescue Appliance for Wellington Fire Board. June 15. E.S.B. 19537/68.*

PAKISTAN

(92/68) Hospital Equipment for Director of Supply. May 30. E.S.B. 19501/68.*
Pakistan Western Railways:
(88/68) Screw Couplings. June 3. E.S.B. 19059/68.
(89/68) Grinding Wheels and Discs. June 3. E.S.B. 19060/68.
(89/68) Ferro Silicon. June 6. E.S.B. 19061/68.
(89/68) Wheels. June 11. E.S.B. 19062/68.
(90/68) Screw Couplings. (Further Information.) Tender documents now available. E.S.B. 19059/68.*
(93/68) Ferro Chromium and Molybdenum. May 29. E.S.B. 19582/68.
(93/68) Tin Ingots. June 12. E.S.B. 19583/68.
(93/68) Hose Canvas. May 30. E.S.B. 19584/68.
(93/68) Steel Carriage Tyres. June 13. E.S.B. 19585/68.
(93/68) Steel Gas Pipes for Titas Gas Transmission and Distribution Co. Ltd. May 31. E.S.B. 19676/68.*
(89/68) Drainage Plant, Tools and Equipment for Water and Power Development Authority of West Pakistan. June 8. E.S.B. 19069/68.

PORTUGAL

(89/68) Electrical Material for Empresa Thermo-electrica Portuguesa. August 1. E.S.B. 19053/68.

SAUDI ARABIA

Ministry of Health:
(91/68) Pharmaceuticals. (Advance Information.) E.S.B. 19215/68.
(91/68) Surgical and Hospital Equipment. (Advance Information.) E.S.B. 19228/68.

SINGAPORE, REPUBLIC OF

(89/68) Structural Steelwork for Port of Singapore Authority. June 4. E.S.B. 19052/68.

SOUTH AFRICA

Cape Provincial Tender Board:
(90/68) Laboratory Equipment. June 14. E.S.B. 19075/68.*
(90/68) Brushes. June 7. E.S.B. 19077/68.*
(90/68) Stationers' Sundries. June 11. E.S.B. 19078/68.*
(91/68) Pharmaceutical Manufacturing Equipment for State Tender Board. June 12. E.S.B. 19212/68.*
Sudan Railways:
(88/68) Compressor. June 3. E.S.B. 19015/68.*
(88/68) Trolleys. June 12. E.S.B. 19017/68.*

SYRIAN ARAB REPUBLIC

(90/68) Construction of Grease and Drum Manufacturing Plant for Ministry of Petroleum, Electricity and Industrial Project. June 1. E.S.B. 19061/68.*
(89/68) Generating Sets for Syrian Public Establishment of Electricity. July 13. E.S.B. 19058/68.

TAIWAN

Central Trust of China:
(91/68) Fork Lift Truck. June 7. E.S.B. 19242/68.*
(91/68) Electrical Workshop Equipment. June 6. E.S.B. 19247/68.*
(91/68) Pipeline Accessories. June 7. E.S.B. 19252/68.*
(91/68) X-ray Film. June 6. E.S.B. 19253/68.*
(91/68) Side Proportioner; Air Foam Nozzle. June 6. E.S.B. 19254/68.*
(91/68) Air Foam Liquid. June 8. E.S.B. 19255/68.*
(91/68) Vehicle Spare Parts. June 5. E.S.B. 19245/68.*
(91/68) Telephone Subscriber Message and Traffic Register Equipment. June 7. E.S.B. 19246/68.*
(91/68) Ferro Vanadium. June 6. E.S.B. 19248/68.*
(91/68) Diesel Locomotives. June 6. E.S.B. 19250/68.*
(91/68) Valves, Gate and Plug. June 6. E.S.B. 19251/68.*
(91/68) Spring Washers. June 6. E.S.B. 19243/68.*
(91/68) Valves, Globe and Gate. June 6. E.S.B. 19244/68.*
(91/68) Nickel Plate. June 10. E.S.B. 19249/68.*
(91/68) Tamalith-C. June 6. E.S.B. 19256/68.*
(91/68) Pump, Centrifugal. June 7. E.S.B. 19257/68.*
(91/68) Fish Meal. June 7. E.S.B. 19258/68.*.
(92/68) Steel Sheet Pilings. May 30. E.S.B. 19268/68.*
(92/68) Winch Truck. June 4. E.S.B. 19520/68.*
(92/68) Loading Arm Assembly. June 3. E.S.B. 19271/68.*
(92/68) Vacuum Condenser. June 3. E.S.B. 19272/68.
(92/68) Oil Flow Indicator. May 31. E.S.B. 19511/68.*
(92/68) Magnetizing Unit. June 4. E.S.B. 19516/68.*
(92/68) Railway Signalling Equipment. June 5. E.S.B. 19518/68.*
(92/68) Loudspeaker Tools. June 4. E.S.B. 19519/68.*
(92/68) Telephone Line Equipment. June 4. E.S.B. 19521/68.
(92/68) Tendon Meters. June 3. E.S.B. 19509/68.*
(92/68) Filler Compound. June 4. E.S.B. 19269/68.*
(92/68) Fork Lift Trucks. May 31. E.S.B. 19270/68.*
(92/68) Telephone Equipment. June 5. E.S.B. 19514/68.*
(92/68) Aerial Cable Spacers and Accessories. June 3. E.S.B. 19515/68.*
(92/68) Butterfly Valves. June 3. E.S.B. 19517/68.*
(92/68) Bogie Trucks. June 3. E.S.B. 19522/68.*
(92/68) Sodium Cyanide. June 4. E.S.B. 19523/68.*
(92/68) Radiophone. May 30. E.S.B. 19524/68.*

TANZANIA

(93/68) Pipes and Fittings for Central Tender Board. June 7. E.S.B. 19530/68.
(89/68) Generator Sets for Tanganyika Electric Supply Co. Ltd. June 25. E.S.B. 19314/68.

THAILAND

(93/68) Air Compressors for Air Engineering Department. June 5. E.S.B. 19274/68.*
(93/68) Cutter and Hopper Dredgers for Harbour Department. June 6. E.S.B. 19276/68.
National Energy Authority:
(93/68) Power Transformers. June 17. E.S.B. 19300/68.
(93/68) Substation Equipment. June 17. E.S.B. 19302/68.
(93/68) Insulators for Provincial Electricity Authority. May 31. E.S.B. 19595/68.
State Railway of Thailand (Yod-se):
(93/68) Hydraulic Mobile Crane. June 12. E.S.B. 19283/68.
(93/68) Cylinder Rubber Rings. June 12. E.S.B. 19285/68.

TURKEY

Eregli Iron and Steel Co.:
(90/68) Buckets. May 30. E.S.B. 19204/68.*
(90/68) Steel Coil Tong. May 30. E.S.B. 19205/68.*
(90/68) Radio Equipment; Cinematography Equipment for Ministry of National Education. June 17. E.S.B. 19099/68.*
(90/68) Supply of Seamless Steel Pipe (NATO) for Ministry of Public Works. June 5. X.P. 586/68.
(91/68) Mills for Naval Forces Command. July 5. E.S.B. 19203/68.*

UNITED STATES OF AMERICA

Bonneville Power Administration:
(90/68) Conductor and Accessories. June 4. E.S.B. 19362/68.*
(91/68) Cable. May 29. E.S.B. 19503/68.*
(89/68) Rebuilding of Power Transformers for Bureau of Reclamation. (Further Information.) Tender documents now available. E.S.B. 12332/68.*

YUGOSLAVIA

(93/68) Construction of Railway Line for Railway Transport Enterprise. June 14. E.S.B. 19693/68.*

ZAMBIA

(88/68) Telephone Exchanges for Central Supply and Tender Board. June 7. E.S.B. 19021/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(89/68) Inquiry for oil-fired boiler. E.S.B. 18991/68.
(92/68) Inquiry for language laboratory E.S.B. 19445/68.
(92/68) Inquiry for language laboratories. E.S.B. 19601/68.

Australia
(88/68) Agency inquiry for automatic tape splicer. E.S.B. 16070/68.
(89/68) Agency inquiry for cleaning cloth; electronic components; surgical stockinette. E.S.B. 18427/68.
(92/68) Agency inquiry for handling and safety equipment. E.S.B. 19482/68.

Australia
(88/68) Inquiry for hand tools; hinge joint fencing machines; insulators; nail manufacturing machines; tungsten carbide bits. E.S.B. 18488/68.
(91/68) Inquiry for centrifugal and sludge pumps. E.S.B. 15009/68.
(92/68) Inquiry for X-ray generator. E.S.B. 19761/68.
(92/68) Increased opportunities for British exporters. E.S.B. 1522/G.

Austria
(91/68) British Week. I.D. 5620/G.
(92/68) Agency inquiry for leather and sheepskin clothing; men's, women's and children's shoes. E.S.B. 19163/68.
(89/68) Inquiry for broadcast and television studio equipment. E.S.B. 19143/68.
(91/68) Inquiry for foodstuffs. E.S.B. 17868/68.
(92/68) Inquiry for tinned fish and fruit. E.S.B. 17868/68.
(93/68) Inquiry for jewellery. E.S.B. 19690/68.

Belgium
(89/68) Agency inquiry for piece-goods. E.S.B. 18986/68.

Bolivia
(90/68) Agency inquiry for yarns. E.S.B. 12049/68.
(92/68) Agency inquiry for drill steel. E.S.B. 15186/68.

Brazil
(91/68) Inquiry for drawing paper. E.S.B. 19485/68.

Bulgaria
(89/68) Inquiry for cigarettes; confectionery; detergents; foodstuffs; patent medicines; toilet preparations. E.S.B. 18762/68.

Canada
(88/68) Inquiry for industrial high vacuum autoclave. E.S.B. 18629/68.

(88/68) Inquiry for power boiler. E.S.B. 18770/68.
(90/68) Inquiry for button moulds. E.S.B. 19170/68.
(90/68) Inquiry for cabinet and door hardware; hardboard; lighting fixtures; linoleum; wall panelling. E.S.B. 17573/68.
(91/68) Inquiry for paper clips; rubber bands. E.S.B. 14168/68.
(92/68) Inquiry for graphic arts materials. E.S.B. 14148/68.
(92/68) Inquiry for construction materials. E.S.B. 19488/68.
(93/68) Inquiry for confectionery. E.S.B. 5228/68.
92/68) Manufacture under licence in Britain – flushing unit. E.S.B. 12076/68.

Congo, Democratic Republic of
(91/68) Inquiry for educational equipment; stationery. E.S.B. 18668/68.

Finland
(88/68) Agency inquiry for electric stapling machines. E.S.B. 18745/68.
(89/68) Agency inquiry for headwear; leather linings. E.S.B. 18746/68.
(89/68) Agency inquiry for car service station equipment. E.S.B. 18748/68.
(89/68) Agency inquiry for knitwear; teenage dresses. E.S.B. 18749/68.
(89/68) Agency inquiry for swimming pool equipment; swimming pool filtration plant. E.S.B. 18794/68.
(89/68) Agency inquiry for knitwear. E.S.B. 45217/67.
(90/68) Agency inquiry for disc wheels. E.S.B. 11840/68.
(91/68) Agency inquiry for audio-visual aids; plastic material; school stationery materials. E.S.B. 18773/68.
(91/68) Agency inquiry for cosmetic raw materials; natural oils and fats; plasticizers; soap and candle raw materials. E.S.B. 18792/68.
(91/68) Agency inquiry for aerosol household deodorant and personal deodorizers. E.S.B. 18902/68.
(91/68) Agency inquiry for yarns. E.S.B. 1219/68.
(92/68) Agency inquiry for parachutes; pressure suits; radio telephones. E.S.B. 17919/68.
(88/68) Inquiry for lathe. E.S.B. 18793/68.
(89/68) Inquiry for chain riveting machine. E.S.B. 18248/68.
(89/68) Inquiry for women's overcoat fabrics. E.S.B. 16199/68.
(93/68) Inquiry for steel strip. E.S.B. 19738/68.

†For further details of the 'Export Service Bulletin' see page 1536.

France
(88/68) Agency inquiry for knitwear. E.S.B. 16999/68.
(90/68) Inquiry for metal and plastic working presses. E.S.B. 19156/68.
(92/68) Inquiry for chromium plating materials; moulding machines. E.S.B. 18362/68.
(92/68) Inquiry for broaching tools. E.S.B. 17057/68.

France/Japan
(91/68) Trade and financial arrangements. C.R.E. 5219/G/2.

Germany, Federal Republic of
(89/68) Agency inquiry for stockings and stocking tights. E.S.B. 10864/68.
(90/68) Agency inquiry for babywear; children's wear. E.S.B. 18930/68.
(92/68) Agency inquiry for domestic electrical appliances; electric cables; flex; industrial electrical products; lamps; neon; tubes for radios. E.S.B. 17380/68.
(92/68) Agency inquiry for synthetic yarns. E.S.B. 19495/68.
(88/68) Inquiry for leather. E.S.B. 18780/68.
(90/68) Inquiry for wire drawing machinery. E.S.B. 18363/68.
(92/68) Inquiry for domestic radiators. E.S.B. 19460/68.
(93/68) Inquiry for mechanical handling equipment. E.S.B. 19696/68.

Ghana/Upper Volta
(91/68) Trade Agreement. C.R.E. 8383/G.

Guatemala
(90/68) Inquiry for ferry. E.S.B. 19339/68.

Guyana
(88/68) Sino-Soviet Bloc Imports Restrictions. C.R.E. 1221/G/2.

Haiti
(89/68) Inquiry for paper products machinery. E.S.B. 17689/68.

Hong Kong
(89/68) Agency inquiry for garment-making machinery. E.S.B. 18493/68.
(91/68) Inquiry for gem stones. E.S.B. 19466/68.
(92/68) Inquiry for petroleum gear pumps. E.S.B. 19645/68.

Irish Republic
(90/68) Agency inquiry for blankets; clothing; fancy goods; toys; woollen and worsted piece-goods. E.S.B. 18071/68.

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(89/68) Agency inquiry for agricultural machinery. E.S.B. 18432/68.
(90/68) Agency inquiry for metal products for chemical, nuclear, oil and aircraft industries. E.S.B. 18230/68.
(90/68) Agency inquiry for electrical spare parts for vehicles. E.S.B. 18418/68.
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(90/68) Agency inquiry for confectionery. E.S.B. 18451/68.
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(90/68) Agency inquiry for motor vehicle components. E.S.B. 18458/68.
(90/68) Agency inquiry for motor car parts and accessories. E.S.B. 18979/68.
(90/68) Agency inquiry for electronic components. E.S.B. 18406/68 and 18299/68.
(91/68) Agency inquiry for chemical processing equipment; mining equipment. E.S.B. 18219/68.
(91/68) Agency inquiry for files. E.S.B. 18300/68.
(91/68) Agency inquiry for heliographic and photographic papers and films. E.S.B. 18430/68.
(91/68) Agency inquiry for electronic apparatus and components. E.S.B. 18433/68.
(91/68) Agency inquiry for beachwear; belts; scarves and ties; shirts. E.S.B. 18435/68.
(91/68) Agency inquiry for blankets and rugs; piece-goods; plaids; scarves. E.S.B. 18455/68.
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(91/68) Agency inquiry for liqueurs; syrups; whisky. E.S.B. 18486/68.
(92/68) Agency inquiry for china; crystal and silverware; earthenware; porcelain. E.S.B. 18465/68.
(92/68) Agency inquiry for pneumatic pumps, filters and apparatus. E.S.B. 19434/68.
(92/68) Agency inquiry for cosmetics; perfumery; pipes and smokers' accessories. E.S.B. 18436/68.
(92/68) Agency inquiry for niobium, tantalum, tungsten, zirconium products. E.S.B. 18643/68.
(92/68) Agency inquiry for measuring instruments; testing equipment. E.S.B. 18407/68.
(92/68) Agency inquiry for chemical and pharmaceutical raw materials. E.S.B. 18466/68.
(92/68) Agency inquiry for textile chemical products; textile machinery. E.S.B. 18237/68.
(92/68) Agency inquiry for knitting machinery. E.S.B. 18239/68.
(92/68) Agency inquiry for ink raw materials; paint raw materials; paper raw materials; plastic raw materials; rubber raw materials. E.S.B. 18467/68.
(89/68) Inquiry for PVC coated synthetics. E.S.B. 19342/68.
(90/68) Inquiry for hospital furniture; physio-therapy and reactivation equipment; wheelchairs. E.S.B. 19197/68.
(92/68) Inquiry for copper sulphate; electric arc oven; fishing equipment and lamps; sand; sporting guns and ammunition; sports clothing; talcum. E.S.B. 19193/68.

Japan
(93/68) Agency inquiry for mowers. E.S.B. 18411/68.
(90/68) Market report on British woollen and worsted cloth. E.S.B. 29002/67.

Jordan
(89/68) Inquiry for hospital furniture and equipment. E.S.B. 18740/68.

Kenya
(91/68) Agency inquiry for cream wove paper; liquid synthetic resin adhesive. E.S.B. 628/68.

Kuwait
(88/68) Inquiry for metal angles; bars; channels; fabric; foil; gauze; ingots; netting; plate; sheet; solder; strip; wire. E.S.B. 4374/68.

Lebanon
(89/68 Agency inquiry for piece-goods. E.S.B. 18743/68.
(90/68) Inquiry for milk powder. E.S.B. 19325/68.

Libya
(91/68) Agency inquiry for vehicle safety device. E.S.B. 8860/68.
(91/68) Inquiry for iron pipes; steel billets. E.S.B. 19392/68.

Luxembourg
(89/68) Agency inquiry for camping and garden furniture; inflatable animals; boats and rings; life jackets; non-inflatable life jackets; paddling pools. E.S.B. 18928/68.
(89/68) Inquiry for oil burner nozzles. E.S.B. 16521/68.

Malta
(91/68) Agency inquiry for cabinet racks; telephone and intercom equipment; television systems. E.S.B. 18750/68.

Netherlands
(92/68) Agency inquiry for caravans. E.S.B. 19408/68.
(90/68) Inquiry for gas fired boilers. E.S.B. 19423/68.

New Zealand
(89/68) Agency inquiry for balsa wood; clocks; domestic measuring instruments; hand tools; holloware; vacuum flasks. E.S.B. 17956/68.
(89/68) Inquiry for capers; nuts; oils; olives. E.S.B. 18688/68.
(89/68) Agency inquiry for microscope stains. E.S.B. 18753/68.
(88/68) Inquiry for agricultural tractor parts; farm motor cycle parts; mower parts. E.S.B. 18727/68.
(92/68) Inquiry for turnshoe sewing machine. E.S.B. 19632/68.

Nicaragua
(91/68) Inquiry for brushes and domestic cleaning materials; cosmetic articles; disinfectants and insecticides; vitamin pills. E.S.B. 19401/68.

Nigeria
(89/68) Agency inquiry for haberdashery; hardware; provisions; textile piece-goods. E.S.B. 17668/68.
(89/68) Agency inquiry for provisions. E.S.B. 17687/68.
(90/68) Agency inquiry for concrete block-making machinery; construction equipment; machine tools. E.S.B. 17670/68.
(93/68) Agency inquiry for automobile spares and accessories. E.S.B. 17955/68.
(89/68) Inquiry for hospital equipment; pharmaceuticals; surgical dressings. E.S.B. 6969/68.

Norway
(89/68) Inquiry for knitwear. E.S.B. 18352/68.
(91/68) Inquiry for knitwear. E.S.B. 42635/67.

Pakistan
(91/68) Inquiry for hand tools. E.S.B. 19363/68.

Puerto Rico
(91/68) Agency inquiry for audio-visual supplies; plastic, wooden and steel furniture. E.S.B. 18450/68.
(92/68) Agency inquiry for electric scaffolds; passenger hoists. E.S.B. 19702/68.
(92/68) Inquiry for tapered roller bearings. E.S.B. 19484/68.

Saudi Arabia
(89/68) Agency inquiry for electrical fittings and accessories. E.S.B. 18754/68.

Somali Republic
(89/68) Agency inquiry for automobile tyres and accessories; cigarettes, cigars and tobacco; confectionery and canned goods; cosmetics, medicines and drugs; electrical equipment; engineering plant and machinery; refrigerators; stationery and text books; textiles and yarns. E.S.B. 16669/68.

South Africa
(91/68) Agency inquiry for air pressure, vacuum and hydraulic brake equipment. E.S.B. 16058/68.
(91/68) Agency inquiry for earthenware; porcelain. E.S.B. 19381/68.
(92/68) Agency inquiry for pumps. E.S.B. 19633/68.

Spain
(88/68) Inquiry for metal and woodworking tools. E.S.B. 18678/68.

Sweden
(89/68) Agency inquiry for plastic strips and mouldings. E.S.B. 18212/68.
(89/68) Agency inquiry for electronic components; electronic control and remote control equipment. E.S.B. 18221/68.
(90/68) Agency inquiry for instruments for electro-medical research and industrial purposes. E.S.B. 18297/68.
(92/68) Agency inquiry for alloy and non-alloy steel tubing. E.S.B. 17584/68.
(93/68) Agency inquiry for automatic circuit breakers; thumb wheel switches. E.S.B. 19459/68.
(89/68) Inquiry for dress materials. E.S.B. 8664/68.
(91/68) Inquiry for rolled wire. E.S.B. 19635/68.

Switzerland
(88/68) Agency inquiry for rucksacks. E.S.B. 18446/68.
(89/68) Agency inquiry for office furniture; office machines and equipment. E.S.B. 17646/68.
(90/68) Agency inquiry for alternating current stabilizers. E.S.B. 18980/68.
(91/68) Inquiry for slipper-making materials. E.S.B. 19454/68.
(92/68) Inquiry for water pipes. E.S.B. 19414/68.

Thailand
(93/68) Inquiry for necktie materials; shirts and shirting materials; socks. E.S.B. 19688/68.
(93/68) Inquiry for calcium carbide; peas; sardines. E.S.B. 19689/68.
(92/68) Inquiry for hook and eye tape sewing machine. E.S.B. 18788/68.

Tonga
(89/68) Inquiry for hardboard; plasterboard. E.S.B. 17596/68.

Tunisia/Greece
(91/68) Trade Agreement. C.R.E. 7459/G.

Turkey
(89/68) Inquiry in respect of consultancy services. E.S.B. 18733/68.
(90/68) Manufacture under licence – compressors. E.S.B. 2155/68.
(92/68) Inquiry for casting plant. E.S.B. 19480/68.
(93/68) Inquiry for galvanization and corrugation plant. E.S.B. 19757/68.

Uganda
(92/68) Inquiry for electrical switchgear; factory steel work; diesel/electric set. E.S.B. 19464/68.

United States of America
(88/68) Agency inquiry for navigation and marine equipment. E.S.B. 16010/68.
(88/68) Inquiry for extruded aluminium capacitor cans. E.S.B. 18934/68.
(89/68) Inquiry for nylon waste. E.S.B. 19118/68.
(90/68) Inquiry for carving knife blades. E.S.B. 18685/68.
(90/68) Inquiry for silver holloware. E.S.B. 19344/68.
(91/68) Inquiry for needlepoint kits. E.S.B. 19134/68.
(92/68) Inquiry for men's shoes. E.S.B. 19431/68.
(93/68) Inquiry for electric hoists. E.S.B. 18079/68.
(93/68) Inquiry for automotive stampings. E.S.B. 19673/68.
(93/68) Inquiry for hand tools. E.S.B. 19680/68.
(93/68) Inquiry for wire weaving machines. E.S.B. 19695/68.
(93/68) Inquiry for cabinet and door hardware; wood carving tools. E.S.B. 19735/68.

Venezuela
(93/68) Agency inquiry for flanges; turbines and turbine meters, valves, welding fittings. E.S.B. 18600/68.
(90/68) Inquiry for forage silos. E.S.B. 18759/68.

Zambia
(91/68) Agency inquiry for shirts; suiting; suits. E.S.B. 9695/68.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contract for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page xx of May 3 issue.)*

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xx of May 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757).*

Fifth Continental tour this year

FIVE continental sales tours this year. That is the record of Mr. Terry Hammerton, sales director of Fairview Caravans, of Harwich, who recently returned from a 5-day tour of Holland, Germany, Sweden, Denmark and Norway with orders worth over £16,000 for the company's leisure and mobile homes.

This brings the total value of exports he has won this year up to £116,000, compared with overseas orders for the whole of last year worth £52,000. The largest order – for Moselle and Madeira leisure homes valued at £9,500 – came from Holland, where only last month Mr. Hammerton secured an order worth £22,000. The other orders were: Norway £3,300; Sweden £1,700, and West Germany £1,600.

Sales drive launched

WITH United States orders for their Ferobestos asbestos reinforced plastics on the increase, J. W. Roberts Ltd., a Turner & Newall Company, have launched an intensive drive to extend their existing network of distributors in the North American Markets.

The first stage of this project began on May 8 when Mr. N. G. D. Snow, Roberts' senior export executive with specific responsibilities for the North American markets, set off on a four week tour of the United States and Canada. Paying particular attention to the New England, Mid-Atlantic, and East North Central regions and taking in some 10 major industrial centres, Mr. Snow will concentrate on rationalizing and extending the Ferobestos distributor/sales network in these regions as well as following up on contracts already received for Ferobestos materials.

Ferobestos asbestos reinforced plastics are non-metallic materials moulded from asbestos cloth, felt or paper impregnated with thermosetting resins, and are used throughout the world in industries wherever bearing and wearing problems are to be solved.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given in the Board of Trade Journal *of February 9,*

Twenty businessmen visit South America

Mr. H. B. Dixon

MR. H. B. DIXON, commercial director of British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, was one of a party of 20 British businessmen to be invited by BOAC to travel on the airline's recent special inauguration flight to Caracas to mark the introduction of the VC10 on the service to the Eastern Caribbean, Venezuela and Colombia.

The group was selected from a variety of industries known by BOAC to be actively engaged in world exports, and were accompanied on the journey by the Venezuelan Ambassador to Britain, Dr. Miguel Burelli-Rivas, and by Mr. J. G. Matters, executive secretary of the British National Export Council, Latin America.

Mr. Dixon, during his visit to Caracas, saw business contacts likely to be interested in ropeways, cableways or mechanical handling plant. From there he extended his visit to include Colombia, Ecuador and Guyana.

The Board of Trade recommended to Mr. Dixon that he should concentrate on these countries grouped together in the northern region of South America.

Industrial study tour of United States

THE first major delegation of senior British training and personnel managers to make a study tour of the United States industrial and professional institutions and government agencies to glean at first hand American training methods, management and organization development left London on May 6. The 25 members will return on May 24.

The tour, known as ITAC '68 has been sponsored by Industrial Training International, a leading journal on industrial training, published by Pergamon Press Limited. During the tour, delegates will visit Washington, Philadelphia, New York and Boston. While in New York, they will attend the 24th National Conference of the American Society for Training and Development, which this year has as its theme 'The Challenging Frontiers in Training and Development.'

This conference, which is international in scope, will enable delegates to review and investigate some of the most stimulating programmes, ideas and challenges relevant to the training and management development profession.

Three weeks' visit to South America

MR. JOHN LIGERTWOOD, sales director of Whyte and Mackay Ltd., Glasgow. Scotch whisky exporters and distillers is to visit South America for the purpose of developing sales of the company's Scotch whisky and to meet potential agents where not represented. He is leaving Glasgow on May 19 and will be away for three weeks visiting Argentina, Brazil, Peru, Colombia and Venezuela.

Mr. Ligertwood finishes off his visit to South America with a stop-over at Virgin Island. Although this is a small market the company has developed a good business with tourists and the island through their agent at St. Thomas.

The company's standard brand Whyte and Mackay's 'Special' Scotch whisky is one of the most popular brands in Scotland with current sales in excess of 1,500,000 bottles per annum. The company also export to other markets throughout the world in particular the United States and Europe.

Two-months tour

MR. W. M. MACKENZIE, export director of the Selincourt Midlands Group, left on May 10, for a two months tour of the United States, West Indies and Central America.

Executives of the Group have already spent eight weeks overseas this year and a four-month journey to Australia is being planned. Sales executives will also visit the Far East and South Africa this year. The Midlands Group does a big export trade in net curtains and Nottingham lace table covers, napery and bedspreads as well as in dress laces.

The marketing companies in these fields are Dobson & M. Browne Ltd., Martin & Hollinwell Ltd., and E. & A. Richards Ltd.

United States sales drive

NEW YORK, Chicago, Dallas, Oklahoma and Atlanta are among the cities which Mr. Andre A. Slatter, export manager of H. C. Shepherd and Company Ltd., London, will visit during his tour of the United States which begins in New York on June 25.

Purpose of Mr. Slatter's visit will include making contacts, interesting, and obtaining orders from, the largest hotel catering groups for his company's new banqueting systems and other allied products; contacting furniture manufacturers, wholesalers and retailers, and ascertaining the best sales avenues for his firm's products.

He has planned to spend a fortnight in the United States, but will remain longer if necessary.

To visit 20 countries

MR. J. N. TIDMARSH, managing director of Protective Footwear Service Ltd. of Bristol is spending six weeks visiting Eastern and African countries armed with samples of Plus 50 protective shoes – yet many of the people in these countries wear sandals or no shoes at all. The tour will include visits to Afghanistan, India, Tanzania, Nigeria, Persia and Kenya. Altogether he will visit 20 countries.

Research shows that in all of these countries industrial developments are taking place and employers insist on employees wearing protective shoes to reduce accidents. The shoes are made at the G. B. Britton factory in Bristol.

Mr. Ron Postle, export manager of Honeywell's Industrial Products Group, boarding an aircraft en route for Philadelphia on April 28. He was on the first leg of a Far Eastern sales tour taking him through 12 countries in five weeks. Mr. Postle said that the aim of the tour was to maximize the export opportunities presented by devaluation. Honeywell's Industrial Products Group already exports more than a third of total production from its Scottish manufacturing plant near Glasgow.

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(88/68) Inquiry for metal angles; bars; channels; fabric; foil; gauze; ingots; netting; plate; sheet; solder; strip; wire. E.S.B. 4374/68.

Lebanon
(89/68 Agency inquiry for piece-goods. E.S.B. 18743/68.
(90/68) Inquiry for milk powder. E.S.B. 19325/68.

Libya
(91/68) Agency inquiry for vehicle safety device. E.S.B. 8860/68.
(91/68) Inquiry for iron pipes; steel billets. E.S.B. 19392/68.

Luxembourg
(89/68) Agency inquiry for camping and garden furniture; inflatable animals; boats and rings; life jackets; non-inflatable life jackets; paddling pools. E.S.B. 18928/68.
(89/68) Inquiry for oil burner nozzles. E.S.B. 16521/68.

Malta
(91/68) Agency inquiry for cabinet racks; telephone and intercom equipment; television systems. E.S.B. 18750/68.

Netherlands
(92/68) Agency inquiry for caravans. E.S.B. 19408/68.
(90/68) Inquiry for gas fired boilers. E.S.B. 19423/68.

New Zealand
(89/68) Agency inquiry for balsa wood; clocks; domestic measuring instruments; hand tools; holloware; vacuum flasks. E.S.B. 17956/68.
(89/68) Inquiry for capers; nuts; oils; olives. E.S.B. 18688/68.
(89/68) Agency inquiry for microscope stains. E.S.B. 18753/68.
(88/68) Inquiry for agricultural tractor parts; farm motor cycle parts; mower parts. E.S.B. 18727/68.
(92/68) Inquiry for turnshoe sewing machine. E.S.B. 18632/68.

Nicaragua
(91/68) Inquiry for brushes and domestic cleaning materials; cosmetic articles; disinfectants and insecticides; vitamin pills. E.S.B. 19401/68.

Nigeria
(89/68) Agency inquiry for haberdashery; hardware; provisions; textile piece-goods. E.S.B. 17668/68.
(89/68) Agency inquiry for provisions. E.S.B. 17687/68.
(90/68) Agency inquiry for concrete block-making machinery; construction equipment; machine tools. E.S.B. 17670/68.
(93/68) Agency inquiry for automobile spares and accessories. E.S.B. 17955/68.
(89/68) Inquiry for hospital equipment; pharmaceuticals; surgical dressings. E.S.B. 6969/68.

Norway
(89/68) Inquiry for knitwear. E.S.B. 18352/68.
(91/68) Inquiry for knitwear. E.S.B. 42635/67.

Pakistan
(91/68) Inquiry for hand tools. E.S.B. 19363/68.

Puerto Rico
(91/68) Agency inquiry for audio-visual supplies; plastic, wooden and steel furniture. E.S.B. 18450/68.
(92/68) Agency inquiry for electric scaffolds; passenger hoists. E.S.B. 19702/68.
(92/68) Inquiry for tapered roller bearings. E.S.B. 19484/68.

Saudi Arabia
(89/68) Agency inquiry for electrical fittings and accessories. E.S.B. 18754/68.

Somali Republic
(89/68) Agency inquiry for automobile tyres and accessories; cigarettes, cigars and tobacco; confectionery and canned goods; cosmetics, medicines and drugs; electrical equipment; engineering plant and machinery; refrigerators; stationery and text books; textiles and yarns. E.S.B. 16669/68.

South Africa
(91/68) Agency inquiry for air pressure, vacuum and hydraulic brake equipment. E.S.B. 16058/68.
(91/68) Agency inquiry for earthenware; porcelain. E.S.B. 19381/68.
(92/68) Agency inquiry for pumps. E.S.B. 19633/68.

Spain
(88/68) Inquiry for metal and woodworking tools. E.S.B. 18678/68.

Sweden
(89/68) Agency inquiry for plastic strips and mouldings. E.S.B. 18212/68.
(89/68) Agency inquiry for electronic components; electronic control and remote control equipment. E.S.B. 18221/68.
(90/68) Agency inquiry for instruments for electro-medical research and industrial purposes. E.S.B. 18297/68.
(92/68) Agency inquiry for alloy and non-alloy steel tubing. E.S.B. 17584/68.
(93/68) Agency inquiry for automatic circuit breakers; thumb wheel switches. E.S.B. 19459/68.
(89/68) Inquiry for dress materials. E.S.B. 8664/68.
(91/68) Inquiry for rolled wire. E.S.B. 19635/68.

Switzerland
(88/68) Agency inquiry for rucksacks. E.S.B. 18446/68.
(89/68) Agency inquiry for office furniture; office machines and equipment. E.S.B. 17646/68.
(90/68) Agency inquiry for alternating current stabilizers. E.S.B. 18980/68.
(91/68) Inquiry for slipper-making materials. E.S.B. 19454/68.
(92/68) Inquiry for water pipes. E.S.B. 19414/68.

Thailand
(93/68) Inquiry for necktie materials; shirts and shirting materials; socks. E.S.B. 19688/68.
(93/68) Inquiry for calcium carbide; peas; sardines. E.S.B. 19689/68.
(92/68) Inquiry for hook and eye tape sewing machine. E.S.B. 18788/68.

Tonga
(89/68) Inquiry for hardboard; plasterboard. E.S.B. 17596/68.

Tunisia/Greece
(91/68) Trade Agreement. C.R.E. 7459/G.

Turkey
(89/68) Inquiry in respect of consultancy services. E.S.B. 18733/68.
(90/68) Manufacture under licence – compressors. E.S.B. 2135/68.
(92/68) Inquiry for casting plant. E.S.B. 19480/68.
(93/68) Inquiry for galvanization and corrugation plant. E.S.B. 19757/68.

Uganda
(92/68) Inquiry for electrical switchgear; factory steel work; diesel/electric set. E.S.B. 19464/68.

United States of America
(88/68) Agency inquiry for navigation and marine equipment. E.S.B. 16010/68.
(88/68) Inquiry for extruded aluminium capacitor cans. E.S.B. 18934/68.
(89/68) Inquiry for nylon waste. E.S.B. 19118/68.
(90/68) Inquiry for carving knife blades. E.S.B. 18685/68.
(90/68) Inquiry for silver holloware. E.S.B. 19344/68.
(91/68) Inquiry for needlepoint kits. E.S.B. 19134/68.
(92/68) Inquiry for men's shoes. E.S.B. 19431/68.
(93/68) Inquiry for electric hoists. E.S.B. 18079/68.
(93/68) Inquiry for automotive stampings. E.S.B. 19673/68.
(93/68) Inquiry for hand tools. E.S.B. 19680/68.
(93/68) Inquiry for wire weaving machines. E.S.B. 19695/68.
(93/68) Inquiry for cabinet and door hardware; wood carving tools. E.S.B. 19735/68.

Venezuela
(93/68) Agency inquiry for flanges; turbines and turbine meters, valves, welding fittings. E.S.B. 18600/68.
(90/68) Inquiry for forage silos. E.S.B. 18759/68.

Zambia
(91/68) Agency inquiry for shirts; suiting; suits. E.S.B. 9695/68.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contract for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page xx of May 3 issue.)*

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xx of May* 3 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel* 01-248 5757).

Fifth Continental tour this year

FIVE continental sales tours this year. That is the record of Mr. Terry Hammerton, sales director of Fairview Caravans, of Harwich, who recently returned from a 5-day tour of Holland, Germany, Sweden, Denmark and Norway with orders worth over £16,000 for the company's leisure and mobile homes.

This brings the total value of exports he has won this year up to £116,000, compared with overseas orders for the whole of last year worth £52,000. The largest order – for Moselle and Madeira leisure homes valued at £9,500 – came from Holland, where only last month Mr. Hammerton secured an order worth £22,000. The other orders were: Norway £3,300; Sweden £1,700, and West Germany £1,600.

Sales drive launched

WITH United States orders for their Ferobestos asbestos reinforced plastics on the increase, J. W. Roberts Ltd., a Turner & Newall Company, have launched an intensive drive to extend their existing network of distributors in the North American Markets.

The first stage of this project began on May 8 when Mr. N. G. D. Snow, Roberts' senior export executive with specific responsibilities for the North American markets, set off on a four week tour of the United States and Canada. Paying particular attention to the New England, Mid-Atlantic, and East North Central regions and taking in some 10 major industrial centres, Mr. Snow will concentrate on rationalizing and extending the Ferobestos distributor/sales network in these regions as well as following up on contracts already received for Ferobestos materials.

Ferobestos asbestos reinforced plastics are non-metallic materials moulded from asbestos cloth, felt or paper impregnated with thermosetting resins, and are used throughout the world in industries wherever bearing and wearing problems are to be solved.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given in the* Board of Trade Journal *of February* 9,

Twenty businessmen visit South America

Mr. H. B. Dixon

MR. H. B. DIXON, commercial director of British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, was one of a party of 20 British businessmen to be invited by BOAC to travel on the airline's recent special inauguration flight to Caracas to mark the introduction of the VC10 on the service to the Eastern Caribbean, Venezuela and Colombia.

The group was selected from a variety of industries known by BOAC to be actively engaged in world exports, and were accompanied on the journey by the Venezuelan Ambassador to Britain, Dr. Miguel Burelli-Rivas, and by Mr. J. G. Matters, executive secretary of the British National Export Council, Latin America.

Mr. Dixon, during his visit to Caracas, saw business contacts likely to be interested in ropeways, cableways or mechanical handling plant. From there he extended his visit to include Colombia, Ecuador and Guyana.

The Board of Trade recommended to Mr. Dixon that he should concentrate on these countries grouped together in the northern region of South America.

Industrial study tour of United States

THE first major delegation of senior British training and personnel managers to make a study tour of the United States industrial and professional institutions and government agencies to glean at first hand American training methods, management and organization development left London on May 6. The 25 members will return on May 24.

The tour, known as ITAC '68 has been sponsored by Industrial Training International, a leading journal on industrial training, published by Pergamon Press Limited. During the tour, delegates will visit Washington, Philadelphia, New York and Boston. While in New York, they will attend the 24th National Conference of the American Society for Training and Development, which this year has as its theme 'The Challenging Frontiers in Training and Development.'

This conference, which is international in scope, will enable delegates to review and investigate some of the most stimulating programmes, ideas and challenges relevant to the training and management development profession.

Three weeks' visit to South America

MR. JOHN LIGERTWOOD, sales director of Whyte and Mackay Ltd., Glasgow, Scotch whisky exporters and distillers is to visit South America for the purpose of developing sales of the company's Scotch whisky and to meet potential agents where not represented. He is leaving Glasgow on May 19 and will be away for three weeks visiting Argentina, Brazil, Peru, Colombia and Venezuela.

Mr. Ligertwood finishes off his visit to South America with a stop-over at Virgin Island. Although this is a small market the company has developed a good business with tourists and the island through their agent at St. Thomas.

The company's standard brand Whyte and Mackay's 'Special' Scotch whisky is one of the most popular brands in Scotland with current sales in excess of 1,500,000 bottles per annum. The company also export to other markets throughout the world in particular the United States and Europe.

Two-months tour

MR. W. M. MACKENZIE, export director of the Selincourt Midlands Group, left on May 10, for a two months tour of the United States, West Indies and Central America.

Executives of the Group have already spent eight weeks overseas this year and a four-month journey to Australia is being planned. Sales executives will also visit the Far East and South Africa this year. The Midlands Group does a big export trade in net curtains and Nottingham lace table covers, napery and bedspreads as well as in dress laces.

The marketing companies in these fields are Dobson & M. Browne Ltd., Martin & Hollinwell Ltd., and E. & A. Richards Ltd.

United States sales drive

NEW YORK, Chicago, Dallas, Oklahoma and Atlanta are among the cities which Mr. Andre A. Slatter, export manager of H. C. Shepherd and Company Ltd., London, will visit during his tour of the United States which begins in New York on June 25.

Purpose of Mr. Slatter's visit will include making contacts, interesting, and obtaining orders from, the largest hotel catering groups for his company's new banqueting systems and other allied products; contacting furniture manufacturers, wholesalers and retailers, and ascertaining the best sales avenues for his firm's products.

He has planned to spend a fortnight in the United States, but will remain longer if necessary.

To visit 20 countries

MR. J. N. TIDMARSH, managing director of Protective Footwear Service Ltd. of Bristol is spending six weeks visiting Eastern and African countries armed with samples of Plus 50 protective shoes – yet many of the people in these countries wear sandals or no shoes at all. The tour will include visits to Afghanistan, India, Tanzania, Nigeria, Persia and Kenya. Altogether he will visit 20 countries.

Research shows that in all of these countries industrial developments are taking place and employers insist on employees wearing protective shoes to reduce accidents. The shoes are made at the G. B. Britton factory in Bristol.

Mr. Ron Postle, export manager of Honeywell's Industrial Products Group, boarding an aircraft en route for Philadelphia on April 28. *He was on the first leg of a Far Eastern sales tour taking him through* 12 *countries in five weeks. Mr. Postle said that the aim of the tour was to maximize the export opportunities presented by devaluation. Honeywell's Industrial Products Group already exports more than a third of total production from its Scottish manufacturing plant near Glasgow.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

The first unit, part of a £300,000 order from Australia was recently handed over to four representatives from Australia House. The contract for mobile and transportable water purification equipment, was placed with Stella-Meta Filters Limited, of Whitchurch, Hamphire. Seen at the handing over ceremony which took place at the Harwich Works of Vacuumatic Limited, the manufacturing unit for Stella-Meta are (left to right) Mr. Ray Suzor, Mr. Kenneth Senior (managing director of Vacuumatic), Major Kenneth Parks, Mr. Norman Chase and Major John Poole.

Firm's biggest order

The biggest order – 1,600,000 grease nipples worth 14,000 dollars – won by Kingfisher (Lubrication) of Leeds has been placed by the firm's newly appointed distributor for the United States, A. & M. Trading Co. Inc., New York. This is 'just an initial order' according to Kingfisher's chairman, Mr. Adrian K. Fisher. This first batch will be used in a test-marketing operation throughout America.

'Without devaluation to make our prices more competitive in the United States we would not have stood a chance of getting an order of such tremendous future potential' added Mr. Fisher.

Immediately after announcing the order Mr. Fishers left for a two weeks' sales tour of South Africa.

Kingfisher's manufacturing plant in Meanwood Road, Leeds 7, is being extended to cope with increased production schedules. The firm makes lubrication equipment.

Oil refinery equipment for Holland

Birwelco Limited of Birmingham, has secured a large order for additional furnace equipment to be installed at the Esso Nederland NV refinery at Botlek near Rotterdam.

The firm, a subsidiary of GKN Engineering Equipment Limited, believes that the new pipe still furnace, 110ft. high and 25ft. wide, will be the largest crude oil heater on the Continent. It will generate more than 450 million B.Th.U. per hour, which – if applied for domestic purposes – would be sufficient to warm some 10,000 average homes.

Titanium plant for India

The Power-Gas Corporation Limited (a member of the Davy-Ashmore Group), through its organization in Bombay, has signed a contract with Travancore Titanium Products Limited to engineer and construct a titanium dioxide plant at Trivandrum, Kerala State, India.

Completion of this plant in 1971 will increase the annual production of titanium dioxide at Trivandrum from the present 6,000 tons to 24,000 tons. A portion of the expanded output is expected to be exported. This expansion project represents an investment of £3.5 million by the client.

£100,000 diesel plant order

W. H. Allen Sons & Company Ltd. of Bedford (a member company of Amalgamated Power Engineering Limited), have secured an order, through their subsidiary W. H. Allen (Australia) Pty Ltd., for diesel-driven plant worth approximately £100,000. The order, for two diesel-alternator sets and two diesel-compressor sets, was placed by Thai Glass Manufacturers of Bangkok, a group member of Australian Consolidated Industries Limited who recently ordered seven Allen diesel engines for another subsidiary, Australian Glass Manufacturers Company of Spotswood, Victoria.

Four export orders for Kenwood

Initial orders from Iran, Norway and Belgium for commercial catering equipment worth £17,000 plus a £20,000 order from the French Education Authority have been announced by Kenwood Peerless Limited, food machinery division of the Kenwood Group. Following the approval of the Norwegian Ministry of Health, one of the company's automatic dishwashing machines the KP 1500, has attracted orders worth £10,000 from hospitals and restaurants in Norway.

The National Iranian Oil Company is purchasing Kenwood Peerless power units and vegetable mill attachments worth £3,000 for use in canteens throughout their Middle East operations while in Belgium, the Sarma and Biscuiterie Boone Confectionery firms have ordered pie and pastry moulders for making jam tarts. This order is worth £4,000. Electric potato chippers make up the French order which was won against fierce local competition.

All the equipment will be supplied from the Kenwood Birmingham factory at King's Norton where exports of commercial dishwashers, mixers and other food machinery last year increased by 28 per cent over 1966. As a group, Kenwood exports over 50 per cent of total production.

Australian signalling contract

The Western Australian Government Railways have awarded a contract to the approximate value of $A500,000 to AEI-General Signal Limited for the signalling of the new standard gauge line from Koolyanobbing to Kalgoorlie. Under this contract automatic permissive block signalling will be installed on 118 miles of single line which comprises the last part of Western Australia's contribution to the overall scheme to link the State capitals by standard gauge track. The work of installation will be carried out by AEI Engineering (W.A.) Pty. Limited, Perth.

Belgium order axles for crane carriers

Kirkstall Forge Engineering Limited, Leeds have announced an export order worth more than £250,000 for axles for crane carriers and trailers from PVBA MOL Gebrs., Hooglede, Belgium. Further orders are expected during the coming months and the initial order is to be completed during the next 12/18 months. Work will commence immediately on this contract. This is a major step in the planned expansion of the sale of Kirkstall axles into Europe.

£65,000 order

South Wales Switchgear Limited, of Blackwood, Monmouthshire, has received a repeat order worth £65,000 for the electricity department of the Government of Brunei, covering a large number of 250 MVA, 11kV switch panels.

Tractors

Against strong competition from a total of 16 companies Ford Tractors at Basildon have won a £140,000 order for 105 of their 5000 models from the Taiwan Sugar Corporation Taipei.

The servicing of the tractors and supply of the parts will be handled through the Ford Tractor Dealers, Taiwan Motor Company in Taipei. The shipment will be made in the autumn of this year from London to the port of Kaohsiuing in Taiwan.

The President of the Taiwan Sugar Corporation, Mr. M. H. Yuan, visited the Basildon Tractor Factory this week and also spent half a day at the Ford Tractor and Equipment Training Centre at Boreham in Essex. Part of the deal includes a three month training course for his chief engineer and four service mechanics who will be flown by Ford from Taiwan to the training centre at Boreham later this year.

Brunei cable order

Hawker Siddeley Electric Export Ltd. has been successful in obtaining an order for Crompton cable worth £200,000 for the State of Brunei. The contract was placed through the Crown Agents for Overseas Governments and Administration and covers the supply of low voltage and 11 kV paper-insulated mains cable for the extension of the distribution network. The cable will be made at the Crompton Parkinson works at Derby.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Details of translations of the Regulations fixing the levies applicable to cereals and wheat or rye flour, groats and meal, the premiums to be added to levies on cereals and malt, and the corrective amount applicable to the refund on cereals, all of which are issued daily by the EEC, will no longer be published in the *Board of Trade Journal*. Readers are, however, reminded that details of the current rates for these levies, premiums and corrective amounts may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423.

Regulation	Description	Price
360/67	On the import and export system of processed products based on cereals and rice	1s. 6d. (1s. 9d.)
362/67	Determining the standard qualities of rice and brokens	10d. (1s. 1d.)
451/67	Fixing the quantity of potatoes required for manufacturing 100 kg. of starch	10d. (1s. 1d.)
467/67	Fixing the conversion rates, the processing costs and the value of the by-products relating to the various stages of rice processing	10d. (1s. 1d.)
512/67	Fixing the levies applicable to imports of processed products based on cereals and rice, including animal feeding compounds	1s. 6d. (1s. 9d.)
521/67	Fixing the bonuses to be added to levies for rice and broken rice	10d. (1s. 1d.)
614/67	Amending Regulation No. 202/67 on the fixing of the supplement for imports of pigmeat products from third countries	8d. (11d.)
741/67	On aid from the European Agricultural and Orientation and Guarantee Fund, Guarantee Section	10d. (1s. 1d.)
770/67	Fixing the refund for eggs in shell exported in the form of goods not covered by Annex II of the Treaty	8d. (11d.)
778/67	On measures to be taken concerning prices for olive oil for the 1967/1968 season	8d. (11d.)
779/67	On a further continuation of Regulation No. 281/67 fixing the maximum amounts of the refund on production for sugars for use in the chemical industry	8d. (11d.)
780/67	Fixing the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty	8d. (11d.)
781/67	Fixing sluice-gate prices and levies for eggs	8d. (11d.)
782/67	Fixing the amount of tax on import and the sluice-gate prices for ovo-albumin and lacto-albumin	8d. (11d.)
784/67	On the determination of intervention centres for olive oil other than the main centres	8d. (11d.)
785/67	On the methods of purchasing olive oil by intervention agencies	10d. (1s. 1d.)
794/67	Fixing reference prices for sweet oranges	10d. (1s. 1d.)
795/67	Fixing reference prices for mandarins, clementines, satsumas and wilkings	8d. (11d.)
801/67	Fixing refunds for cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
802/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
803/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
804/67	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
805/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
806/67	Fixing the levies on olive oil	8d. (11d.)
807/67	Fixing export refunds for olive oil	10d. (1s. 1d.)
808/67	Altering the export refund on oil seeds	8d. (11d.)
834/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
838/67	Authorising the Member States to suspend collection of the levy applicable to sugar beet imported from Member States for the purpose of selecting seed	8d. (11d.)
839/67	Altering the additional amount for certain eggs in shell	8d. (11d.)
852/67	Concerning the refund on production for broken rice used for starch manufacture and the manufacture of 'Quellmehl' and in the brewing industry	8d. (11d.)
853/67	Amending Regulation No. 47/64 fixing coefficients for calculating the levies to be applied to the products listed in Annex II of Regulation No. 14/64	10d. (1s. 1d.)
857/67	Fixing refunds for cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
858/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
859/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
860/67	Fixing export refunds for rice and brokens	8d. (11d.)
862/67	Altering the export refund for oil seeds	8d. (11d.)

Common organization of the market for cereals

SINCE JULY 1, 1967 there has existed within the European Economic Community a common organization of the market for cereals. Details of relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available. Readers are however reminded that the daily levies applicable to cereals and wheat or rye flower, groats and meal, the premiums to be added to import levies for cereals and malt the corrective amount applicable to the refund on cereals introduced by Regulations 246/67/CEE, 247/67/CEE, 249/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 726), details of which are not published in the *Board of Trade Journal*, are available in the French text from the address given overleaf.

The *Journal Officiel* contains the text of the following Regulations.

Regulation (CEE) No. 517/68 completes Regulation No. 120/67/CEE (see *Board of Trade Journal* dated July 7, 1967, page 60) in so far as it concerns the refund to be granted for products in the cereals sector exported in the form of goods used in the chemical industry (*Journal Officiel* No. L102 dated April 30, 1968).

Regulation (CEE) No. 529/68 fixes the refunds applicable to exports of processed animal feedstuffs with a cereal or rice base

(Continued on next page)

EEC, *continued*

with effect from May 1, 1968 (*Journal Officiel* No. L103 dated May 1, 1968).

Regulation (CEE) No. 530/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base with effect from May 1, 1968 (*Journal Officiel* No. L103 dated May 1, 1968).

Regulation (CEE) No. 537/68 modifies the levies applicable to imports of processed products with a cereal or rice base with effect from May 1, 1968 (*Journal Officiel* No. L103 dated May 1, 1968).

Regulation (CEE) No. 538/68 modifies Regulation No. 131/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 724) in so far as it concerns transport charges to be taken into consideration for the determining of the derived intervention prices in the cereals sector (*Journal Officiel* No. L104 dated May 3, 1968).

Regulation (CEE) No. 539/68 fixes for the marketing year 1968/1969 the principle marketing centres for cereals, the derived intervention price applicable in those centres and the intervention price for maize (*Journal Officiel* No. L104 dated May 3, 1968).

Regulation (CEE) No. 540/68 fixes a compensatory amount to be added to the refund for wheat, including durum wheat, barley and maize in stock at the end of the 1967/1968 marketing year and intended for export (*Journal Officiel* No. L104 dated May 3, 1968).

Regulation (CEE) No. 541/68 fixes a compensatory allowance for wheat and rye for bread, and maize, in stock at the end of the 1967/1968 marketing year (*Journal Officiel* No. L104 dated May 3, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for oils and fats

SINCE NOVEMBER 10, 1966 there has existed within the European Economic Community a common organization of the market for olive oil. A common market organization for other oils, oilseeds and fats came into effect on July 1, 1967. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available. Readers are however reminded that the weekly and fortnightly levies applicable to oil seeds and olive oil respectively as introduced by Regulations 178/66/CEE and 252/66/CEE, details of which are not published in the *Board of Trade Journal*, are available in the French text, from the address given below.

The *Journal Officiel* contains the text of the following Regulations.

Regulation (CEE) No. 520/68 fixes the production refund for May and June 1968, for olive oil used in the manufacture of fish and vegetable preserves (*Journal Officiel* No. L102 dated April 30, 1968).

Regulation (CEE) No. 535/68 fixes the amount of refund applicable to exports of olive oil from May 1, 1968 (*Journal Officiel* No. L103 dated May 1, 1968).

Regulation (CEE) No. 536/68 fixes the amount of refund applicable to exports of oil seeds from May 1, 1968 (*Journal Officiel* No. L103 dated May 1, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

SINCE SEPTEMBER 1, 1967 there has existed within the European Economic Community a common organization of the market for rice. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available. Readers are however reminded that the weekly import levies and export refunds for rice and rice products as introduced by Regulations 519/67/CEE and 520/67/CEE respectively (see *Board of Trade Journal* dated September 22, 1967, page 726), details of which are not published in the *Board of Trade Journal*, are available in the French text from the address given below.

The *Journal Officiel* No. L103 dated May 1, 1968 contains the text of the following Regulations.

Regulation (CEE) No. 529/68 fixes the export refunds for processed animal feedstuffs with a cereal or rice base with effect from May 1, 1968.

Regulation (CEE) No. 530/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base with effect from May 1, 1968.

Regulation (CEE) No. 537/68 modifies the levies applicable to imports of processed products with a cereal or rice base with effect from May 1, 1968.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE BOARD OF TRADE JOURNAL dated May 10, 1968 page 1472) contains an announcement about the common organization of the market for milk and milk products.

The texts of the following Decisions which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes* No. L105 dated May 4, 1968.

Decision No. 68/209/CEE fixes the free at frontier prices for intra-community trade in milk and milk products as from April 29, 1968, and until their modification by a further Decision by the Commission.

Decision No. 68/210/CEE fixes the free at frontier prices for trade with third countries in milk and milk products as from April 29, 1968, and until their modification by a further Decision by the Commission.

The French texts of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated May 10, 1968 (page 1471) contains an announcement about the common organization of the market for cattlemeat.

The text of the following Decision, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L105 dated May 4, 1968.

Decision No. 68/208/CEE fixes the prices used to calculate the levies for third countries in the cattlemeat sector.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for sugar

SINCE JULY 1, 1967, there has existed within the European Economic Community a common organization of the market for sugar. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. The details will continue to be pub-

lished in the *Board of Trade Journal* as they become available.

The *Journal Officiel* No. L102 dated April 30, 1968, contains the text of the following Regulation.

Regulation (CEE) No. 516/68 completes Regulation 44/67/CEE (see *Board of Trade Journal* dated September 29, 1967, page 793) in so far as it concerns the refund to be granted for products in the sugar sector exported in the form of goods used in the chemical industry.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Trade in processed animal feedstuffs

SINCE JULY 1, 1967, there has existed within the European Economic Community a common organization of the market for processed animal feedstuffs. Details of relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. The details will continue to be published in the *Board of Trade Journal* as they become available.

The *Journal Officiel* No. L103 dated May 1, 1968, contains the texts of the following Regulations.

Regulation (CEE) No. 529/68 fixes the refunds applicable to exports of processed animal feedstuffs with a cereal or rice base from May 1, 1968.

Regulation (CEE) No. 530/68 fixes the levies applicable from May 1, 1968, to imports of processed animal feedstuffs with a cereal or rice base.

Regulation (CEE) No. 537/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in processed products with a fruit and vegetable base

SINCE NOVEMBER 1, 1967, there has existed within the European Economic Community a common organization of the market for processed products with a fruit and vegetable base. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available.

The *Journal Officiel* No. L102 dated April 30, 1968, contains the text of the following Regulation.

Regulation (CEE) No. 519/68 fixes for each Member State the price difference of white sugar applicable for the calculation of the levy and refund for processed products with a fruit and vegetable base for the period May 1 to May 15, 1968.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Harmonization of legislation in the veterinary field

THE *Board of Trade Journal* dated March 29, 1968 (page 1022) contained an announcement about a Resolution concerning the harmonization of legislation in the veterinary field.

A translation of this Resolution is now available and copies may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355). Readers are reminded that it must not be treated as an official or authentic text of the Resolution which is applicable only in the French, German, Italian and Dutch languages.

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FEDERAL REPUBLIC OF GERMANY

Minimum requirements for electronic equipment in aircraft

THE FEDERAL German Government, in collaboration with the Federal German Institute for Air Safety, has issued with effect from April 1, 1968, three orders implementing the Federal Order of August 8, 1962, on the Electronic Equipment of Aircraft (Constructional Regulation No. 1 for Aviation Accessories).

The three implementing orders specify respectively:

(1) minimum requirements for the simulation of service conditions in tests of electronic equipment for aircraft

(2) minimum requirements for VHF transmitters and receivers (telephony)

(3) minimum requirements for VOR navigational equipment.

The text of the foregoing orders is published as a supplement to *Bundesanzeiger* No. 82 of April 30, 1968, and can be seen (in German only) at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

PORTUGAL

Drawback of import duty on boiled, shelled, frozen or salted cockles

THE PORTUGUESE *Diaro do Governo*, First Series, No. 50 of February 28, 1968, published Order No. 23248, authorizing the importation under the drawback system of boiled, shelled, frozen or salted cockles, intended for the manufacture of preserves for export.

The actual amount of duty refundable and other conditions shall in each case be regulated by a Ministerial decision.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

HALF MILLION SALES AIM

Mr. Hans Bronniman, joint managing director of Suffolk Iron Foundry, a member of the Qualcast Group, points out a feature on a Colt motor mower to a party of Dutch agents and engineers who visited the Stowmarket factory of Suffolk Iron Foundry. The party was invited to visit the factory to study current service and maintenance techniques as well as to familiarize themselves with the latest developments in lawnmower production. The Qualcast Group, which already exports 40 per cent of its production, aims at 500,000 overseas mower sales in 1968.

Drawback of import duty on alloys of aluminium

THE PORTUGUESE *Diario do Governo*, First Series, No. 55 of March 5, 1968, published order No. 23256 authorizing the importation under the drawback system of alloys of aluminium, in ingots, classified under BN tariff heading 76.01, intended for the manufacture of parts (wholly of aluminium) of electrical equipment for motor vehicles destined for export.

For every 100 kg. (actual weight) of products exported the duties corresponding to 100 kg. (actual weight) of raw material imported shall be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

FRANCE

Duty quotas for imports

THE FRENCH *Journal Officiel* of April 11 announced the amounts of the following duty quotas for the year 1968 and set out the conditions under which these quotas will be admitted.

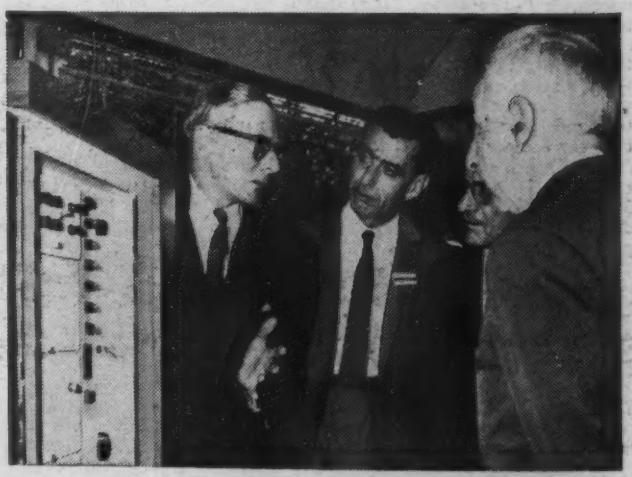
Tariff No.	Description	Amount metric tons net
48.01 A	Newsprint	108,000
Ex 54.03 B Ia	Flax or ramie yarn raw (excluding tow yarn) measuring 30,000 m. or more per kg.; to be used in the manufacture of twisted or cabled yarn for the footwear industry or for joining cables (1)	3
73.02 C	Ferro-silicon	25
73.02 D	Ferro-silico-manganese	85
73.02 E I	Ferro-chromium containing by weight up to 0·01 of carbon and from 30% to 90% inclusive of chromium (ferro-chromium super-refined)	7
76.01 A	Unwrought aluminium	3,360
Ex 77.01 A	Unwrought magnesium containing more than 99·7% by weight of pure magnesium	5
Ex 77.01 A	Unwrought magnesium containing 99·7% or less by weight of pure magnesium	50

(1) (a) The goods admitted under this heading must be used for the purposes stated within a period of one year from the date of registration of the customs declaration.

(b) The yarn imported under this quota is subject to the fulfilment by the actual consignees, assignees and users of the formalities laid down in Article 4 of the order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

(c) The rate of duty applicable to the imported yarn is fixed at:
3 per cent until June 30, 1968.
2·6 per cent from July 1, to December 31, 1968.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).



Mr. Paul Goudime, technical director of the Cambridge Instrument Company Limited, demonstrates the newly introduced Cambridge Automatic Dialysis Unit to members of a French Hospital Administrators' Mission during their recent visit to the company's Muswell Hill factory.

IRISH REPUBLIC

Budget amendments of import duties

CERTAIN IMPORT DUTIES have been amended by the recent Budget in the Irish Republic. The new rates of duty are as follows:

Beer (Tariff Headings Nos. 22.03 and 22.07 (A)). (Duties applicable on and from April 24, 1968.)

Description	Rate of duty
	£ s. d.
Customs duty:	
(a) Beer of any description of which the worts were before fermentation of a specific gravity of 1055° – for every 36 gallons	21 1 5
Customs drawback:	
(b) Beer of an original specific gravity of 1055° – for every 36 gallons	21 1 2

Where, in the case of beer which is chargeable with duty at the rate shown at (a) above, or in the case of beer on which drawback is payable at the rate shown at (b) above, the specific gravity of the beer is not 1055°, the duty or drawback shall be varied proportionately.

Wine (Tariff Headings Nos. 22.05, 22.06, 22.07 (B), 23.05 (B) and 30.03 (B). Rates applicable to goods originating in countries other than the United Kingdom on and from April 24, 1968).

Description of wine	Rate of duty per gallon	
	Full	Preferential
	£ s. d.	£ s. d.
Still wine:		
Not exceeding 25° of proof spirit:		
Not in bottle	17 8	12 11·2
In bottle	1 1 8	14 11·2
Exceeding 25° but not exceeding 30° of proof spirit:		
Not in bottle	1 1 8	15 4
In bottle	1 9 8	19 4
Exceeding 30° but not exceeding 42° of proof spirit:		
Not in bottle	1 15 8	1 5 8½
In bottle	2 3 8	1 9 8½
Sparkling wine	2 10 5	1 15 8·5
Wine exceeding 42° of proof spirit:		
An additional duty for every degree or fraction of a degree above 42° of proof spirit	2 0	1 4

Wine (Tariff Headings Nos. 22.05, 22.06, 22.07 (B), 23.05 (B) and 30.03 (B)). (Rates applicable to still wine in bottle of United Kingdom origin from April 24, 1968, to June 30, 1968.)

Description of wine	Rate of duty per gallon
	£ s. d.
Still wine in bottle:	
Not exceeding 25° of proof spirit	14 6·4
Exceeding 25° but not exceeding 30° of proof spirit	18 6·4
Exceeding 30° but not exceeding 42° of proof spirit	1 8 11$\frac{1}{20}$
Exceeding 42° of proof spirit:	
An additional duty for every degree or fraction of a degree above 42° of proof spirit	1 4

Wine (Tariff Headings Nos. 22.05, 22.06, 22.07 (B), 23.05 (B) and 30.03 (B)). (Rates applicable to still wine in bottle of United Kingdom origin on and from July 1, 1968.)

Description of wine	Rate of duty per gallon
	£ s. d.
Still wine in bottle:	
Not exceeding 25° of proof spirit	14 4
Exceeding 25° but not exceeding 30° of proof spirit	18 1·6
Exceeding 30° but not exceeding 42° of proof spirit	1 8 6$\frac{1}{2}$
Exceeding 42° of proof spirit:	
An additional duty for every degree or fraction of a degree above 42° proof spirit	1 4

(Continued on next page)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in March 15 issue of the Journal.

Competitors take a back seat when the management takes DESIGN magazine

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IRISH REPUBLIC, *continued*

Spirits. Rates applicable to goods originating in countries other than the United Kingdom on and from April 24, 1968. The rates of duty on spirits of United Kingdom origin remain unaltered.

Description		Rates of duty	
		Full	Preferential
		£ s. d.	£ s. d.
Perfumed spirits:			
If warehoused 5 years or more	The liquid gallon	24 19 9	24 15 9
If not warehoused, or warehoused less than 5 years	The liquid gallon	23 3 9	24 19 9
Liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:			
If warehoused 5 years or more or more	The liquid gallon	21 1 7	20 18 3
If not warehoused, or warehoused less than 5 years	The liquid gallon	21 4 11	21 1 7
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:			
If warehoused 5 years or more	The proof gallon	15 12 4	15 9 10
If not warehoused, or warehoused less than 5 years	The proof gallon	15 14 10	15 12 4

Cider and perry, other than of United Kingdom origin, classified at Tariff Heading No. 22.07 (C) (2) are liable on and from April 24, 1968, at the rate of £15 14s. 10d. per proof gallon (£15 12s. 4d. per proof gallon, preferential rate).

Mineral hydrocarbon light oil (Tariff Headings Nos. 27.07 (A), 27.09 (A), 27.10 (A), 29.01 (A), 36.08 (A), 38.18 (A) and 38.19 (A)). (Rates applicable on and from April 24, 1968.)

Description	Rate of duty per gallon
	s. d.
Mineral hydrocarbon light oil comprising hydrocarbon oils of which not less than 50% by volume distils at a temperature not exceeding 185°C., or of which not less than 95% by volume distils at a temperature not exceeding 240°C., or which give off an inflammable vapour at a temperature of less than 22·8°C. when tested in the manner prescribed by the Acts relating to petroleum.)	3 11·9

Hydrocarbon oil, other sorts (Tariff Headings Nos. 27.07 (C) (1), 27.09 (B) (1), 27.10 (D) (2) (a), 29.01 (C) (1), 38.07 (A), 38.08 (A), 38.09 (B), 38.18 (B) and 38.19 (B)). (Rates applicable on and from April 24, 1968.)

Description	Rate of duty per gallon
	s. d.
Hydrocarbon oil, not otherwise liable to duty	3 4·65

NOTE: There are no preferential rates of duty.

Tobacco (Tariff Heading No. 24.01). (Rates applicable on and from April 24, 1968.)

Description	Rate of duty per lb.
	£ s. d.
Unmanufactured:	
If stripped or stemmed:	
Containing 10% or more by weight of moisture	3 19 8
Containing less than 10% by weight of moisture	4 8 6
If unstripped or unstemmed:	
Containing 10% or more by weight of moisture	3 19 7·5
Containing less than 10% by weight of moisture	4 8 5·5

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Tobacco (Tariff Heading No. 24.02). (Rates applicable to goods originating in countries other than the United Kingdom on and from April 24, 1968.)

Description	Rate of duty	
	Full Per lb. £ s. d.	Preferential Per lb. £ s. d.
Manufactured:		
Cigars	4 18 5·6	4 2 7·5
Cigarettes	4 16 2	4 0 8·5
Cavendish or Negrohead	4 17 10·4	4 2 1·5
Cavendish or Negrohead manufactured in bond	4 17 3·2	4 1 7·5
Other manufactured tobacco	4 15 10·4	4 0 5·5
Snuff containing more than 13% by weight of moisture	4 15 5·6	4 0 1·5
Snuff containing 13% or less by weight of moisture	4 17 10·4	4 2 1·5

Tobacco (Tariff Heading No. 24.02). (Rates applicable to goods of United Kingdom origin from April 24 to June 30, 1968.)

Description	Rate of duty	
	Full	Preferential
	Per lb. £ s. d.	Per lb. £ s. d.
Manufactured:		
Cigars	4 13 8·3	4 2 7·5
Cigarettes	4 11 5·3	4 0 8·5
Cavendish or Negrohead	4 13 1·5	4 2 1·5
Cavendish or Negrohead manufactured in bond	4 12 6·7	4 1 7·5
Other manufactured tobacco:		
Hard pressed tobacco	4 6 5·3	3 15 8·5
Other pipe tobacco	4 10 3·5	3 19 6·7
Other manufactured tobacco	4 11 2·3	4 0 5·5
Snuff containing more than 13% by weight of moisture	4 10 9·5	4 0 1·5
Snuff containing 13% or less by weight of moisture	4 13 1·5	4 2 1·5

Tobacco (Tariff Heading No. 24.02). (Rates applicable to goods of United Kingdom origin on and from July 1, 1968.)

Description	Rate of Duty	
	Full	Preferential
	per lb. £ s. d.	per lb. £ s. d.
Manufactured:		
Cigars	4 12 3·7	4 2 7·5
Cigarettes	4 10 1·2	4 0 8·5
Cavendish or Negrohead	4 11 9	4 2 1·5
Cavendish or Negrohead manufactured in bond	4 11 2·3	4 1 7·5
Other manufactured tobacco:		
Hard pressed tobacco	4 2 8·7	3 13 4
Other pipe tobacco	4 8 6	3 19 1·3
Other manufactured tobacco	4 9 10·2	4 0 5·5
Snuff containing more than 13% by weight of moisture	4 9 3·5	4 0 1·5
Snuff containing 13% or less by weight of moisture	4 11 9	4 2 1·5

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Duty on nylon stockings

THE GOVERNMENT of the Irish Republic has made an Order, entitled the Imposition of Duties (No. 173) (Stockings) Order, 1968, under the Imposition of Duties Act, 1957, and the Finance Act, 1962.

The effect of the Order is to amend the duties on stockings of silk or man-made fibres of United Kingdom origin of a value not exceeding 50s. per dozen pairs, at tariff headings 60.03 (B) (2) (a) (ii) and 60.03 (C) (1) (b) from 40 per cent or 16s. per dozen pairs to 40 per cent or 12s. per dozen pairs, with effect from May 7, 1968.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Re-opening of embassy

MR. T. E. EVANS has been appointed HM Ambassador to Baghdad and will be taking up his appointment shortly.

The advance party of staff of the Iraqi Embassy in London arrived on May 13, headed by Mr. Taha Marouf. The appointment of an Iraqi Ambassador is expected to be announced soon.

Importation of powdered milk

IN A NOTICE in the Lebanese *Official Gazette* No. 26 dated March 28, 1968, it was announced that the ban on the importation of full cream milk powder packed in containers weighing more than 2.5 kilogrammes has now been lifted.

Instead it is subject to the import licensing system, according to certain conditions, as follows:

1. Licences shall be granted to manufacturers of dairy products and ice cream using the pasteurization or any other internationally recognized technical sterilization method in their industries, provided that they hold an exploitation licence issued by the competent authorities, and that they fulfil all the conditions imposed by laws and regulations in force which relate to the category of each firm under the law governing the classification of firms. The issue of prior licences to the above-mentioned firms shall be considered upon their submission to the Office of Animal Production of a written undertaking to take delivery of any quantity of locally produced liquid milk which may be offered to them directly or through the office at a minimum price of 42 Lebanese piastres, delivery at the factory.
2. The owners of dairy factories which hold official exploitation licences but which do not follow the manufacturing processes mentioned in the preceding paragraph shall be granted licences for the importation of milk powder in containers as mentioned above and in quantities the total of which shall not exceed the factory's requirements for a period of six months as from the issue of this Arrêté.

These factories shall not be granted any licences after the expiry of the six months' period unless they satisfy all the technical conditions provided for in Article 1 above.

Quantities of milk powder for which prior import licences are issued shall be limited to the actual requirements of each factory for a period not exceeding two months. No new import licences shall be granted before ensuring that the following two conditions are satisfied:

1. That the factory is honouring its undertaking to take delivery of quantities of locally produced liquid milk;
2. That the factory is using the quantities, the importation of which has previously been authorized, in accordance with the declarations submitted by the factory to the Office of Animal Production and after comparing these declarations with the office's compulsory restrictions.

Earlier notification on this subject appeared in the *Board of Trade Journal* on August 25, 1967.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Importation of chicks intended for breeding

THE BRITISH EMBASSY in Beirut have reported that, according to *Official Gazette* No. 27 of April 1, 1968, the importation of chicks intended for rearing is banned, while the importation of chicks intended for breeding (pedigree chicks) is subject to the import licensing system.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

KUWAIT

Oil pollution

UNDER MINISTERIAL ORDER No. 1/68 the Kuwait Ministry of Finance and Oil has taken powers to detain any ship causing oil pollution in navigable waters, until the end of the trial of the persons held responsible. The Ministry is also empowered to authorize nautical surveyors to inspect ships in order to ensure conformity with the law on pollution.

This order repeals Order No. 2/1964.

No further information is available at the Board of Trade.

ALGERIA

Customs tariff modifications

THE ALGERIAN *Journal Officiel* of April 9, 1968, published the following details of modifications to the Algerian Customs tariff. The new rates are effective as from April 9, 1968.

Tariff No.	Description	Tariff		
		T.M.P.	C.E.E.	D.C.
01-02 A II a 2	Other (*): Other bulls	3	4·5	6
02-02 A II b 2	Other (*): Other calves, cows, young bulls and heifers	3	4·5	6
	Dairy cows	3	4·5	6
	Other oxen and young bullocks	50	51·5	53
85-19 A I b	Relays: (1) Telephony or telegraphy	3	4·5	6
	(2) Remote control or other	3	4·5	6
Ex 85-19 B	Resistors, fixed or variable (including potentiometers), other than heating resistors: Potentiometers and rheostats of a unitary weight of: (b) 1 kg. or less	3	4·5	6
	II Other	3	4·5	6
85-21 A	Lamps, tubes and valves: III Other: (a) Cathode tubes	3	4·5	6
	(b) Other: (1) Of a unitary weight of more than 60 g	3	4·5	6
	(2) Of a unitary weight of 60 g or less	3	4·5	6
85.21 C	Crystal diodes and triodes, including transistors	3	4·5	6
85.21 D	Mounted piezo-electric crystals	3	4·5	6
85-25	Insulators of any material	3	4·5	6
90-28	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus	3	4·5	6

(*) These items are subject to a Ministry of Agriculture (Service de l'Elevage) visa.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 420 and 475).

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ISRAEL

Labelling regulations

THE ISRAEL Official Gazette, *Kovetz Hatakanot*, No. 2195 of March 14 has published regulations concerning the labelling of lemon juice and substitutes.

A copy of these regulations is held with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

NIGERIA

Customs Tariff Act, 1965 No. 3 Amendment

DECREE NO. 18, the Customs Tariff (Amendment) Decree 1968, published in the Federal Republic of Nigeria Official *Gazette Extraordinary* dated April 29, amends, with effect from that date, Section 3 of the Customs Tariff Act, 1965, No. 3 (published in the *Board of Trade Journal* of November 3, 1967, page 1140) as follows:

(a) in subsection (2) (which relates to payment of a reconstruction surcharge in certain cases) for the words 'surcharge at the rate of 5 per centum' there shall be substituted the words:

'surcharge at the following rates, that is to say,

(a) in the case of tariff item No. 24.01A (unmanufactured tobacco imported for the manufacture of cigarettes) at the rate of 5 per centum;

(b) in any other case, at the rate of 7½ per centum';

(b) in subsection (3) (which relates to exemption from payment of a reconstruction surcharge) in paragraph (b) the entry relating to tariff item 03.02A (stockfish) shall be omitted.

Note:

This amendment increases the reconstruction surcharge of 5 per centum to 7½ per centum with the exception of unmanufactured tobacco imported for the manufacture of cigarettes, which remains at 5 per centum. Goods which are completely exempted from this surcharge are as follows: milk; salt; sugar and raw materials at concessionary rates of duty by approved manufacturers under the approved User Scheme.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Import licensing regulations

LEGAL NOTICES Nos. 50, 51 and 52 of 1968 published in the Federal Republic of Nigeria Official *Gazette* of April 29, announce that, with effect from that date, schedules to the Open General Import Licence (All Countries) No. 1 of 1964, Open General Import Licence (Netherlands) No. 2 of 1964 and Open General Import Licence (Dollar Area) No. 4 of 1959 have been amended.

The amendment in each case adds to the schedule of goods excepted from Open General Licence:

	Import List Group	Item No.
Bed linen, table linen, pillow cases, etc.	656	94
Linoleum	657	40
Asbestos cement flat and corrugated sheets, tiles, ridgings and pipes	661	84-87
Metal doors, windows and frames	691	11 and 21
Tanks – Vats and reservoirs for storage	692	11-13
Expanded metals	693	40
Roofing nails	694	13
Assembled domestic sewing machines	717	32
Electric generators and generating sets	722	11 and 12
Buses	732	20
Mattresses and pillows and cushions and similar materials	821	03
Other furniture and fixtures	821	09
Trunks, uniforms and attache cases, etc.	831	01
Shawls, scarves, mufflers and veils	841	22
Other articles of plastic materials	893	20
Matches	899	32
Umbrellas, parasols, etc.	899	41
Normal incandescent lamps (electric bulbs) (15-200 watts or 24-240 volts)	729	20
Office equipment – Filing cabinets, filing cupboards, filing racks and index cabinets (Tariff Nos. 94.03A and 83.04/05)	895	10
	821	09

Demonstrating 'Fizzies' – instant drink tablets – in Nigeria. The 'Fizzies', made by William R. Warner Ltd., are being displayed by specialist staff of Amcon – the African Marketing Company Nigeria Ltd. This is a marketing and distribution organization which provides a wide range of specialized services for manufacturers with the primary objectives of achieving rapid sales growth, effective national distribution and price stability. A mobile sales force is maintained, skilled in consumer demonstration techniques and the rapid development of dealer networks.

Note:

The effect of this amendment is that specific import licences are now required for the importation into Nigeria from all countries, including the Netherlands and the Dollar Area of the goods listed above.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Customs tariff changes

THE FIRST and Second Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) Order, 1968, as below, and became effective from April 29, 1968.

Schedule 1

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Extent of Amendment
(1)	(2)	(3)
03.01	Fish, fresh (live or dead), chilled or frozen	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Landed by canoes or by *vessels registered in Nigeria . Free B. Landed by *chartered vessels based in Nigeria . 25% C. Other 75% *For the purposes of this Tariff No.: 'vessels registered in Nigeria means Nigerian-owned vessels and other vessels registered with the Federal Ministry of Transport and carrying the Nigerian flag; 'chartered vessels based in Nigeria' means vessels chartered for long periods and operated wholly by the charterers in Nigeria but which still maintain their nationality.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Extent of Amendment
(1)	(2)	(3)
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Landed by canoes or by *vessels registered in Nigeria . Free B. Landed by *chartered vessels based in Nigeria . . 25% C. Other . . . . 75% *For the purposes of this Tariff No.: 'vessels registered in Nigeria' means Nigerian-owned vessels and other vessels registered with the Federal Ministry of Transport and carrying the Nigerian flag; 'chartered vessels based in Nigeria' means vessels chartered for long periods and operated wholly by the charterers in Nigeria but which still maintain their nationality.
25.06/09	Quartz (other than natural sands); quartzite including quartzite not further worked than roughly split, roughly squared or squared by sawing; clay (for example, kaolin and bentonite), andalusite, kyanite and sillimanite, whether or not calcined, but not including expanded clays falling within heading No. 68.07; mullite; chamotte and dinas earths; chalk; earth colours whether or not calcined or mixed together; natural micaceous iron oxides . . .	*Delete* all the expressions in the columns 'Tariff Description and Rate of Duty' and substiute respectively, the following entry: 'A. Fire clay; pigments: (1) Imported by a manufacturer approved in that behalf by the Commissioner . . 10% (2) Other . . . 33⅓% B. Other . . . 33⅓%
25.20/21	Gypsum; anhydrite; calcined gypsum, and plasters with a basis of calcium sulphate, whether or not coloured, but not including plasters specially prepared for use in dentistry; limestone flux and calcareous stone, commonly used for the manufacture of lime or cement	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Gypsum: (1) Imported by a manufacturer approved in that behalf by the Commissioner . . 10% (2) Other . . . 33⅓% B. Other . . . 33⅓%
25.24	Asbestos	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Imported by a manufacturer approved in that behalf by the Commissioner . . 10% B. Other 33⅓%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Fire cement and furnace cement: (1) Imported by a manufacturer approved in that behalf by the Commissioner . . 10% (2) Other . . . 33⅓% B. Other 33⅓%
44.09/12	Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; wooden sticks roughly trimmed but not turned, bent or otherwise worked, suitable for the manufacture of walking sticks, whips, golf club shafts, umbrella handles, tool handles or the like; chipwood; drawn wood matchsplints; wooden pegs or pins for footwear; wood wool and wood flour; wood chips of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids: C.	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* respectively, the following entry: 'C. Splints and skillets: (1) Imported by a manufacturer approved in that behalf by the Commissioner . . 10% (2) Other . . . 50% D. Other 50%
48.18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book cover, of paper or paperboard	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Diaries . . . . 40% B. Other 25%
49.08/09	Transfers (decalcomanias); picture postcards, Christmas and other picture greeting cards, printed by any process, with or without trimmings .	*Delete* the rate of duty and *insert* in the columns 'Tariff Description' and 'Rate of Duty' respectively, the following entry: 'A. Greeting cards . . . 40% B. Other 25%
49.10	Calendars of any kind, of paper or paperboard, including calendar blocks but excluding memorandum blocks incorporating calendars (Chapter 48).	*Delete* the rate of duty and *substitute* '40%'.
55.07/09	Woven fabrics of cotton: D.	*Delete* the rate of duty and *substitute* 'the square yard £0 0s. 6·8d.'
69.01/03	Heat-insulating and other refractory goods (for example, bricks, blocks, tiles, retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes and rods):	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* respectively, the following entry: 'A. Fire-bricks: (1) Imported by a manufacturer approved in that behalf by the Commissioner . . 10% (2) Other . . . 33⅓% B. Tiles . . . . 66⅔% C. Other 33⅓%
89.01/03	Ships, boats, tugs, launches, lighters and other vessels not falling within any of the following headings of this Chapter; light vessels, fire floats, dredgers, floating cranes and other special purpose vessels; floating docks: A.	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* respectively, the following entry: 'A. Ships and all other types of vessels: (1) Over 250 gross tons . 5% (2) Other: (a) Pleasure craft, touring launches and commercial craft of a range not exceeding 100 feet in length 50% (b) Where the Commissioner is satisfied that they cannot be built in Nigeria and the Board is of the opinion that they are not of the type used mainly for pleasure . . 5% (c) Other . . . 33⅓%

Schedule 2

Schedule 2 to the Customs Tariff Act, 1965 (which relates to exemption from import duties of Customs) is hereby amended:

(a) For paragraph 3 there shall be substituted the following paragraph:

3. Articles, the following, for the manufacture of the goods specified, imported by a manufacturer approved in that behalf by the Commissioner:

Articles	Goods to be manufactured
(1)	(2)
(1) Aluminium and aluminium alloys, unwrought (heading 76.01)	—
(2) Bentonite, crude (heading 25.06/09); non-iron surfactant surface-active agents (heading 34.02); chrome ligno-sulphonate compound, chrome lignites (heading 38.19) . . .	Oil well drilling mud.
(3) Blending agents, flavouring concentrates and neutral blending alcohol	Potable alcoholic liquor; still wine and aperitifs.
(4) Bottles, glass, empty (heading 70.10) . .	Beer – other than native liquor; drugs and pharmaceuticals; lemonade and other aerated waters whether flavoured or not; potable alcoholic liquor; still wine and aperitifs.
(5) Chemicals and processing materials excluding starch	Textile piece-goods.
(6) Cigarette paper, by the roll (heading 48.01/02)	Cigarettes.
(7) Cordage and rope, not less than one quarter (¼) inch diameter, of any material other than steel (headings 59.04, 68.15) . . .	—

(*Continued on next page*)

NIGERIA, *continued*

Articles	Goods to be manufactured
(1)	(2)
(8) Fluorspar, crude (heading 25.31/32)	—
(9) Glass, in the mass, the following: frits, powdered vitrite (heading 32.08)	—
(10) Iron and steel products, the following:	
(a) Angle iron (heading 73.11, 73.21), flat bar (heading 73.10), steel sheet plate (heading 73.09, 73.13), steel strips (heading 73.12, 73.21) and steel tubes (heading 73.17/20, 73.21)	Metal beds and chairs.
(b) Ferro alloys of manganese and silicon in primary forms (heading 73.02)	—
(c) Ingot (headings 73.01, 73.06); blooms, slabs, billets, sheet bars and tinplate bars and equivalent primary forms (headings 73.07, 73.08)	—
(d) Tinplate not exceeding .016 inch gauge, unworked (headings 73.12, 73.13)	—
(e) Wire rod; galvanized wire (heading 73.10)	Nails; reinforcing rounds and similar articles; wire products.
(f) Wire (multi-strand) (heading 73.25)	Tyre.
(11) Jute, raw (heading 57.01/04)	—
(12) Lead, unwrought and simply worked (heading 78.01)	—
(13) Paper classified in Chapter 48 in Schedule 1	Printed matter admissible free of duty under heading 49.01/03 in Schedule 1.
(14) Phenol and formaldehyde (heading 39.01/06) gelatin pearl glue and extruder powder used with such substances (headings 36.01/06, 39.01/06)	—
(15) Pyrethrum powder (heading 12.07)	Mosquito coil.
(16) Raw materials accepted as such by the Board	Disinfectant, fungicide and insecticide; medicaments.
(17) Tyre cord, of textile materials other than cotton (headings 51.04, 56.07)	Tyre.
(18) Zinc ingot (heading 79.01)	Galvanized products.
(b) After paragraph 11, there shall be inserted the following paragraph: '11A. Foodstuffs, of a type ordinary consumed by Africans, produced in a territory adjoining Nigeria'.	
(c) In paragraph 12 for the words: 'Fuel, lubricants and other products' there shall be substituted the words 'Fuel, lubricants and similar products'.	
(d) Paragraph 27 shall be omitted.	
(e) Paragraph 30 shall be omitted.	

Explanatory note:
This order has, essentially, the following effects:

(a) Part I of the schedule

Full Tariff Item No.	Description of Goods	Effect of the Order
(1)	(2)	(3)
03.01 A and B	Fish	Introduces duty at 25% *ad valorem* for fish, crustaceans, etc., landed by chartered vessels based in Nigeria.
03.03 A and B	Crustaceans and molluscs	
25.06/09A (1)	Fireclay	Introduces a concessionary rate of duty at 10% *ad valorem* for approved manufacturers.
25.20/21A (1)	Gypsum	
25.24A	Asbestos	
38.19A (1)	Fire cement and furnace cement	
44.09/12C (1)	Splints and skillets	
69.01/03A (1)	Fire bricks	
48.18A	Diaries	Increases the rate of duty from 25% to 40% *ad valorem*.
49.08/09A	Greeting cards	
49.10	Calendars	
53.07/09B	Grey baft	Increases the rate of duty for approved manufacturers from £0 0s. 4·8d. to £0 0s. 6·8d. per square yard.
89.01/03A (1)	Ships and all other types of vessels	Introduces duty at 5% *ad valorem* for vessels over 250 gross tons and those which cannot be built in Nigeria and are not used mainly for pleasure.

(b) Part II of the schedule

It abolishes the concessionary exemption for the following goods imported by approved manufacturers:
(a) Crude asbestos;
(b) Fire bricks, fire clay, fire cement and furnace cement;
(c) Gypsum; and
(d) Sprints and skillets.

2. It abolishes the exemption from duty for:
(a) Ships and all other types of vessels; and
(b) Fish landed by vessels which are chartered, but are based in Nigeria.

3. It introduces exemption from duty for empty glass bottles imported by approved manufacturers of:
(a) Beer – other than native liquor; and
(b) Lemonade and other aerated waters whether flavoured or not.

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1968 (No. 4), published as Rhodesia Notice No. 321 of 1968 on April 26, amends the Rhodesia Customs Tariff. The items affected and the new rates of duty are as follows:

Tariff Item No.	Item	Duty
188	Artificial resins and plastic material (whether or not compounded with colouring matter or other substances), namely; polymerization and copolymerization products; condensation, polycondensation and polyaddition products, whether or not modified, polymerized or linear; other high polymers, artificial resins and artificial plastics; cellulose esters, ethers, plastics and regenerated cellulose; modified natural resins; hardened proteins, chemical derivatives of rubber: not including plate, sheet, extrusions, mouldings or hydrocarbon oils:	
	(a) In powder, granular, lump, flake, pellet and similar primary form	Free
	(b) Liquid or paste, including emulsions, dispersions or solutions:	
	(i) Pigmented *ad val.*	20%
	(ii) Other:	
	(A) In bulk:	
	(i) Solutions in which the weight of the total volatile organic solvent exceeds 50% of the weight of the solution *ad val.*	25%
	(ii) Other *ad val.*	5%
	(B) Not in bulk *ad val.*	20%

Note:
Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above is published for information only.

ZAMBIA

Tender qualification requirements

GOVERNMENT NOTICE NO. 735 of 1968, published in the Zambia Government *Gazette* of April 26, announces, with effect from April 22, the following tender qualifications requirement:

'**Notice to Contractors and Sub-Contractors Registered with the Public Works Department**

With effect from the date of this notice, tender documents in respect of projects estimated to cost up to K100,000 (one hundred thousond Kwacha) will only be issued to Co-operative Societies, Zambian Contractors or firms who comply with the following requirements:
(i) Registered Co-operative Societies;
(ii) Companies, all of whose members or shareholders are Zambians;
(iii) Partnerships of Zambians;
(iv) Individual Zambian Contractors or Builders.

Prior proof of status will be required in respect of each contractor or firm before documents are issued pending preparation of a new Register of Contractors.

Contractors or firms are therefore advised in their own interest to submit evidence to the undersigned in the form of:
(i) Proof of Registration in respect of Co-operative Societies;
(ii) Articles of Association in respect of Companies or Partnerships;
(iii) Valid passports or National Registration Cards of principals.

New application forms will be sent to all contractors at present registered and the new Register will be prepared in accordance with the requirements described.

G. C. W. Baldwin,
Director of Public Works.

Public Works Department,
PO Box 967,
Lusaka.
April 22, 1968.'

Rate of exchange: 1 Kwacha=11s. 8d. sterling.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

TANZANIA

Import licensing regulations

GENERAL NOTICE NO. 689 published in the United Republic of Tanzania Official Gazette of April 19, amends, with effect from

March 30, the Open General Import Licence Schedule of Goods including those of United Kingdom origin, for which specific import licences are required (published in the *Board of Trade Journal* dated December 12, 1967, page 1620) as follows:

Second schedule

Code	Goods
1. By the deletion of the following item:	
863 0 0	Cinematographic film, developed.
2. By the insertion of the following items:	
719 6 3 0	Weighing machinery and weights therefor.
861 9 3 0	Measuring instruments.
863 0 0 0	Cinematographic film, developed (except films of 16 mm. or under).

The Code Numbers in 2 above are those referred to in the Official Import and Export List published under East African *Community Gazette Supplement No.* 1 of December 14, 1967, and which came into operation on January 1, 1968.

Notes for the guidance of importers

All applications to import the under-mentioned goods should be submitted as directed below, and not direct to the office of the Imports Controller:

1. To the State Trading Corporation, PO Box 883, Dar es Salaam.
   Weighing machinery and weights therefor.
   Measuring instruments.
2. To the National Development Corporation, PO Box 2669, Dar es Salaam.
   Cinematographic film, developed (except films of 16 mm or under).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

REPUBLIC OF SOUTH AFRICA

Import control

COPIES HAVE BEEN received from Pretoria of Government Notices R711 and R712, published in the Republic of South Africa Government *Gazette* of April 26, 1968, which amend the South African import control regulations.

Notice R711 amends a list of general exemptions from import control, published in a Government Notice R2033 of December 6, 1957, and removes the weight limit of 11lb. on *bona fide* gifts which are so exempted, whilst retaining the £5 value limit. Notice R711 also provides that sugar, refined or unrefined, imported from Swaziland, is now subject to import control.

Notice R712 amends Government Notice R1990 of December 15, 1967, detailing the South African import control regulations for 1968 (see *Board of Trade Journal* of January 12, 1968, pages 135-139) as follows:

Free List – Group 1

(a) add to the item 'Man-made staple fibres' the words 'but excluding polyester fibres',
(b) delete the item 'Optical appliances and instruments . . . Ex 90.13',
(c) add to the item 'Medical, dental, surgical and veterinary instruments and appliances' the words 'and electro-medical apparatus and ophthalmic instruments',
(d) add to the item 'Scientific and laboratory instruments' the tariff heading 'Ex 90.28',
(e) add the item 'Computer disc packs . . . Ex 92.12',

Consumer Goods – Group 4 (A)

(a) add to the item 'Razors and shavers' the tariff heading 'Ex 85.07',
(b) add to the item 'Food mincers, electro-mechanical, with self-contained electric motor' the tariff heading 'Ex 84.30',
(c) add to the item 'Food mixers, electro-mechanical, with self-contained electric motor' the tariff heading 'Ex 84.30',
(d) add to the item 'Fountain pens, ball-point pens and refills therefor' the words 'and marker pens',
(e) add to the item 'Plain copper wire, insulated electric cable and wire, the tariff heading 'Ex 85.23',

Consumer Goods – Group 4 (C)

(a) add the item 'Acetylsalicylic acid and preparations thereof . . . Ex 29.16',
(b) add the item 'Salicylic acid and preparations thereof . . . Ex 29.16',
(c) amend the tariff heading for item 'Diethylpropion hydrochloride' to read 'Ex 29.23',
(d) amend the tariff heading for item 'Dioxylamine succinate' to read 'Ex 29.15',
(e) amend the tariff heading for item 'Phenylbutazone' to read 'Ex 29.35',
(f) amend the tariff heading for item 'Dicyclamine Hcl' to read 'Ex 29.23',
(g) amend the tariff heading for item 'Quinalbarbitone and its salts' to read 'Ex 29.25',
(h) add the tariff heading 'Ex 30.03' to the following items:
   Calcium dioxytetracycline
   Chlortetracycline hydrochloride BP
   Oxytetracycline monohydrate BP
   Tetracycline hydrochloride BP
   Oxytetracycline hydrochloride BP
   Tetracycline phosphate complex
   Polymixin and/or neomycin and/or bacitracin
(i) add the item 'Polystyrene . . . Ex 39.02',
(j) add the item 'Polyester fibres . . . Ex 56.01 Ex 56.02 Ex 56.03 Ex 56.04',
(k) amend the tariff heading for the item 'Plastic containers for the collection of blood for blood-transfusion' to read 'Ex 39.07',
(l) amend the tariff heading for the item 'Latex seamless tubing' to read 'Ex 40.09'.

Customs tariff applications

CUSTOMS TARIFF Application List No. 468, published in the South African Government *Gazette* of May 10, contains an application to the Board of Trade and Industries for increase in duty on caps, barrels and refills for ball point pens and pencils from 15 per cent *ad valorem* to 7 c per dozen in the case of caps and barrels, and 7 c per dozen or 15 per cent *ad valorem*, whichever rate yields the higher amount of duty, in the case of refills.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representation to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1037/68.

MALAYSIA

Import restrictions

THE BOARD OF TRADE has received Notice to West Malaysian Importers No. 5 of 1968, dated April 25, 1968, which states that with effect from April 25, 1968, the importation of:

074 101	Tea, black, leaf
074 102	Tea, black, dust
074 103	Tea, green, leaf
074 104	Tea, green, dust
698 851	Crown corks
729 223	Fluorescent tubular lamps

into the Principal Customs Area of the States of Malaya and into Penang Island from any country is subject to quantitative restriction and specific licensing.

The Customs (Prohibition of Imports) (Federation) (Amendment) (No. 3) Order, 1968, published in the Malaysian Government *Gazette* of April 25, 1968, prohibits the importation of these goods except by import licence. Importers are required to prove their import performance in 1967 within one month of the notice, and those without such proof will not be allowed to import the above-mentioned goods.

Import licences will be issued every three months, and will be restricted to quotas. The first quota period commenced on April 25, and will end on July 24, 1968.

CEYLON

New method of allocating foreign exchange to importers

THE BOARD OF TRADE has received details of a new method of allocating foreign exchange to importers in Ceylon. The details are contained in Ceylon Government Gazette Extraordinary No. 14,800/3, dated May 5, 1968. This Gazette is reproduced in its entirety below.

CENTRAL BANK OF CEYLON

Notice

FOREIGN EXCHANGE ENTITLEMENT CERTIFICATE SCHEME

THE Government of Ceylon has decided to introduce, with effect from May 6, 1968, a Foreign Exchange Entitlement Certificate Scheme. Under this scheme Foreign Exchange Entitlement Certificates (referred to as 'Certificates' hereafter) will be issued to those who surrender foreign exchange to commercial banks against the export of certain goods and services and against certain inward remittances, referred to in paragraph 3 below. The Central Bank of Ceylon will, in addition, hold a weekly tender for the sale of Certificates. Holders of Certificates will be entitled, subject to Import and Exchange Control requirements, to purchase foreign exchange from commercial banks at their selling rates, on surrender of Certificates of equivalent face value, for the payment of certain items of imports and other remittances.

2. The Central Bank of Ceylon will, as agent of the Government of Ceylon, be responsible for the issue of Certificates. The Certificates will bear the signature of the Chief Accountant, Central Bank of Ceylon, in facsimile. The Central Bank has authorized commercial banks in Colombo to issue these Certificates on its behalf. On issue they will bear, in addition to the signature in facsimile of the Chief Accountant, Central Bank of Ceylon, two signatures on behalf of the issuing bank. A Certificate is freely transferable for a period not exceeding 30 days from its date of issue and should, within this period, be surrendered to a commercial bank. All purchases of foreign exchange against a Certificate so surrendered should be completed within six months of the date of surrender. Certificates are available in denominations of Rs. 50,000, Rs. 10,000, Rs. 5,000, Rs. 1,000 and Rs. 500. Certificates for sums below Rs. 500 will also be issued by commercial banks. Commercial banks have been authorized, where necessary and under special circumstances, to issue Certificates outside the tender procedure. Commercial banks will also subdivide Certificates on request.

3. **Foreign exchange receipts qualifying for Certificates**

(a) Receipts (f.o.b. value) from exports of goods other than tea, rubber, cocoanut oil, desiccated cocoanut, copra and fresh coconuts.

(b) Receipts of foreign exchange on account of investment income, maintenance remittances, migrants' transfers, legacies, bequests, inheritances, gifts in cash, inward capital transfers, professional and employment income, commissions, agency expenses and other miscellaneous items which will be notified from time to time, to the full value of the inward remittance.

(c) Receipts from tourists and residents returning to Ceylon from abroad (other than residents who have been allowed exchange for travel without supporting Certificates) to the full value of the foreign exchange surrendered. If such persons so opt, however, commercial banks and other persons authorized by the Controller of Exchange to purchase foreign exchange will pay them at the usual rate for the exchange surrendered *plus* the cash value of the Certificates to which they are entitled.

4. **Foreign exchange payments requiring the Surrender of Certificates**

(i) *Imports*

(a) In terms of Import Control Notice No. 2/68 of May 5, 1968, imports are divided into two categories, viz., A & B categories. All payments for B category imports, other than O.G.L. imports under special aid licences will require the surrender of Certificates of equivalent value, to the commercial bank through which the payment is being made.

(b) Imports under Open General Licence will be allowed only against Letters of Credit, and commercial banks will require the surrender of Certificates to the full value of the Letter of Credit at the time of its opening.

(ii) *Payments other than for imports*

All such payments (other than for official expenditure, approved educational expenses, maintenance remittances, certain expenditures on tourist and export promotion and other items which may be specifically exempted by the Controller of Exchange) will require the surrender of Certificates of equivalent value. These payments will, as at present, be subject to Exchange Control approval, but such Exchange Permits will bear the condition that Certificates should be surrendered prior to purchase of foreign exchange.

5. **Sale of Certificates by tender.** – The Central Bank will, by notice in the Press, call for tenders for the purchase of Certificates. The terms and conditions of tenders will be specified in the tender notices.

6. This notice gives the Scheme in outline for the general information of the public. Detailed Operating Instructions have been issued to commercial banks by the Central Bank. Members of the public should seek the assistance of these banks in case of doubt on any matter pertaining to the Scheme.

J. G. P. JAYASUNDERA,
Acting Controller of Exchange.

K. GUNARATNAM,
Acting Chief Accountant.

May 5, 1968.

IMPORTS AND EXPORTS (CONTROL) ACT

REGULATIONS made by the Minister of State with the approval of the Cabinet of Ministers, under section 2 of the Imports and Exports (Control) Act (Chapter 236).

J. R. JAYEWARDENE,
Minister of State.

Colombo, May 5, 1968.

Regulations

1. These regulations may be cited as the Import (Licensing) Regulations, 1968.

2. No person shall import goods of any description into Ceylon except under the authority of a licence granted by the Controller and subject to such conditions as may be specified therein.

3. Every applicant for a licence to import goods shall furnish to the Controller all such particulars as the Controller may require.

4. (1) Notwithstanding anything in regulation 2, the Controller may by notice published in the *Gazette* grant a licence (hereinunder referred to as an 'open general licence') authorizing the importation into Ceylon of goods of any description originating from any country specified in such licence.

(2) The Controller may specify in any open general licence granted under paragraph (1) all such conditions as he may consider necessary.

(3) An open general licence granted under paragraph (1) shall be sufficient to authorize any person to import such goods into Ceylon subject to such conditions as may be specified therein.

5. In these regulations, 'Controller' means the person for the time being holding the office of the Controller of Imports and Exports or any other person authorized by such Controller.

IMPORTS AND EXPORTS (CONTROL) ACT

REGULATIONS made by the Minister of State, with the approval of the Cabinet of Ministers, under section 2 (2) of the Imports and Exports (Control) Act (Chapter 236).

J. R. JAYEWARDENE,
Minister of State.

Colombo, May 5, 1968.

Regulations

1. These regulations may be cited as the Import Licensing (Special Provisions) Regulations, 1968.

2. The Controller shall not issue a licence, in terms of regulation 2 of the Import (Licensing) Regulations, 1968, to any person, other than a person belonging to any class of persons, specified in the Schedule to these regulations.

3. The authority given by an open general licence under regulation 4 (1) of the Import (Licensing) Regulations, 1968, shall be available only to a person, or to a person belonging to any class of persons, specified in the Schedule of these regulations and accordingly nothing in that regulation shall be deemed or construed to authorise any person or class of persons not so specified to import any goods of any description under the authority of such licence.

4. The preceding provisions of these regulations shall not be deemed or construed to derogate in any way from the power of the Controller to refuse a licence to any person whomsoever.

5. In these regulations, 'Controller' means the person for the time being holding the office of the Controller of Imports and Exports or any other person authorized by such Controller.

SCHEDULE

PERSONS OR CLASS OF PERSONS

REGULATION 2

1. Any individual, partnership, or limited liability company or other concern that may hereafter be registered as an importer by the Department of Imports and Exports.

2. Any individual, partnership, or limited liability company or other concern approved or registered as an industry or an industrialist by or on behalf of the Minister of Industries and Fisheries.

3. Any person who is an applicant for an import licence for a personal and non-commercial purpose, or any person not falling into

any of the remaining catgories specified in this Schedule and who may be specially authorized by the Controller to import for a personal and non-commercial use, any particular goods which for the time being are permitted to be imported on an Open General Licence issued under regulation 4 of the Import (Licensing) Regulations, 1968.

4. Foreign diplomatic missions, diplomatic personnel, or any other foreign agency or any undertaking involving foreign participation, specially approved by the Minister.

IMPORTS AND EXPORTS (CONTROL) ACT

REGULATIONS made by the Minister of State, with the approval of the Cabinet of Ministers, under section 2 of the Imports and Exports (Control) Act (Chapter 236).

Colombo, May 5, 1968.

J. R. JAYEWARDENE,
Minister of State.

Regulations

1. These regulations may be cited as the Import Licensing (Levying of Fees) Regulations, 1968.

2. Notwithstanding anything contained in regulation 2 of the Import (Licensing) Regulations, 1968, no person shall be granted a licence by the Controller to import goods under any loan agreement entered into with any country by the Government of Ceylon, except upon the payment of a licence fee at the rate of 15 per centum of the value specified on such licence:

Provided however that no fees shall be chargeable in any case where the Minister of Finance specially so directs.

3. In these regulations, 'Controller' means the person for the time being holding the office of the Controller of Imports and Exports or any other person authorized by such Controller.

IMPORT CONTROL NOTICE No. 2/68

New Import Control Policy and Procedure to be followed by Importers

THE attention of all importers is drawn to the new Foreign Exchange Entitlement Scheme announced by the Central Bank and published in *Government Gazette Extraordinary No.* 14,800/3 of May 5, 1968. Consequent on this scheme, the following new procedures will take effect immediately.

2. All imports involving the payment of foreign exchange will be divided into two categories, viz., Category 'A' and Category 'B' Imports.

(1) Category 'A' Imports—Imports for which foreign exchange will be released against import licences which need not be supported by Foreign Exchange Entitlement Certificates. These imports are hereinafter referred to as Category 'A' Imports.

(2) Category 'B Imports—Imports for which foreign exchange will be released against import licences (Individual and Open General) which should be supported by Foreign Exchange Entitlement Certificates. These imports are hereinafter referred as Category 'B' Imports.

3. *Category 'A' Imports:*

(i) Goods which may be imported by the trade in Category 'A' are listed in Schedule 1 below.

(ii) Import licences will be given to registered importers who may be granted quotas. Please see ICN No. 4/68 of May 5, 1968, regarding registration of importers.

(iii) Special Actual User Licencers for any group or class of industries for Category 'A' Imports may be issued at the instance of the Ministry of Industries and Fisheries.

(iv) Certain Government, semi-Government agencies and Corporations will be permitted to import in the 'A' Category.

(v) No licence fee will be levied on these imports.

4. *Category 'B' Imports:*

(i) Imports within this category will be permitted either:
(a) against Individual Import Licences;
or (b) on Open General Licence.

(ii) Goods which may be imported by the Trade under individual import licences are described in Schedule 2 below. Actual User Import Licences for imports permissible under this category will be issued at the instance of the Ministry of Industries and Fisheries or the Ministry of Home Affairs.

(iii) Goods which may be imported on Open General Licence are specified in Schedule 3 below.

(iv) (*a*) Import licences for trade will be given to registered importers who may be granted quotas for items in Schedule 2. (*b*) Importers registered with the Department of Imports and Exports and Industrialists registered by the Ministry of Industries and Fisheries may import those items listed in Schedule 3 under Open General Licence.

(v) No licence fee will be levied in respect of these imports.

(vi) Foreign Exchange for Category 'B' Imports will be released by the Commercial Banks against Foreign Exchange Entitlement Certificates issued on the authority of the Central Bank. Particulars relating to the issue and purchase of Foreign Exchange Entitlement Certificates will be as outlined by the Central Bank and published in the *Gazette Extraordinary* No. 14,800/3 of May 5, 1968.

5. Any changes in the 'A' and 'B' Category Imports will be notified in the *Government Gazette*.

6. All import licences issued hereafter will be in accordance with the scheme outlined above. The above provisions do not, however, affect the validity of licences already issued.

7. Special procedures for imports under foreign aid are outlined in Import Control Notice No. 3/68 of May 5, 1968.

V. J. H. GUNASEKARA,
Colombo, May 5, 1968. Controller of Imports and Exports.

SCHEDULE I

Import Licences are required to import goods under the Quota Items listed below

Quot Item	
F 4	Full cream milk powder.
F 10	Infant's milk foods.
D 1	Western drugs.
D 2	Ayurveda, Siddha and Unani drugs.
D 3	Proprietary veterinary drugs (including feed additives).
F 17	Bombay onions.
	Dried fish.
	Tinned fish.
	Dried chillies.
	Cummin seed.
F 1	Yeast and baking powder and bread improver.
F 18	Beans, peas, gramdhal, moong, moongdahl, corid, coridhal, ragi, thenai, toor, toordahl and vatana.
F 19	Garlic.
F 22	White pepper, long pepper, corriander seed, fennel seed, mathe seed, dry ginger and turmaric.
F 26	Dates.
170	Lubricating oils and greases (including mixtures with animal and vegetable lubricants).
172	Fertilizers (crude and manufactured).
94 A	School mathematical instrument sets (educational).
101	Slates, slate pencils and school chalks.
146	Surgical belts and safety belts.
148	Hearing aids and parts thereof.
150	Artificial dentures, limbs and eyes.
128	Scientific glassware.
37	Alavangoes, axes, forks, knives or saws for budding, pruning or tapping, pick axes, sickles, hand tools (other than mammoties), and implements for agricultural use.

(*Continued on next page*)

Mr. C. A. Male, general manager of the Hong Kong Telephone Co. Ltd., signing a three-year agreement worth about £5 million with four British companies for the supply of about 150,000 *lines of automatic telephone exchange equipment. Other signatories shown are, seated from left to right: Mr. C. C. Farrow, export director, Automatic Telephone and Electric Co. Ltd.; Mr. T. B. O. Kerr, director, Associated Electrical Industries Ltd.; Mr. C. A. Male; Mr. G. M. Tomlin, managing director, GEC-AEI Telecommunications Ltd., and director, the General Electric Co. Ltd. Standing from left to right: Mr. H. Dudley, London office manager, the Hong Kong Telephone Co. Ltd.; Mr. K. B. Baldwin, marketing manager, Telephone Switching Group, Standard Telephones and Cables Ltd.; Mr. J. M. Price, commercial director, GEC-AEI Telecommunications Ltd.; Mr. J. Hitchcock, executive director, Telephone Switching Group, Standard Telephones and Cables Ltd.; Mr. R. N. Bayliss, commercial manager, Exchange Division, GEC-AEI Telecommunications Ltd.*

CEYLON, *continued*

SCHEDULE II

Import Licences are required to import goods under the Quota Items listed below.

Quota Items	
F 7	Malted milk.
F 8	Butter.
F 9	Dairy products (including milk products), other.
I	Alcoholic beverages.
F 23	Food colouring matter, food flavours and gelatine.
168	Asphalt (bitumen) and related products.
170 A	Mineral jelly and mineral waxes.
7	Household insecticides, disinfectants and similar preparations.
7 A	Agro-chemicals.
8	Brake fluid, starches and inulin, varnish solvents and thinners.
11	Printers ink.
60	Explosives (other than cartridges and fireworks).
60 A	Cartridges.
13	Tea and other plywood chests excluding metal fittings.
13 A	Battens for tea chests and other plywood chests.
14	Paper and paper boards.
14 A	
15	
61 A B	Leather (other than reconstituted and artificial leather).
63	Hose pipes and piping wholly or mainly of rubber.
63 C	Other rubber fabricated materials.
65	Machine belting in the length (valcanized rubber).
67	Cork manufactures (including cork sheets and cork stoppers).
20-21	Cotton fabrics and fabrics (other than cotton).
72 C	Cotton thread, bleached, dyed or mercerized.
74	Rubberized and other impregnated fabrics.
75	Elastic fabrics and webbing.
76	Cordage, cables, ropes, twines and similar manufactures of textile materials.
77	Fishing nets (including fishing lines).
80 C	Cotton wadding, non-sterile.
80 D	Cotton wicks for lamps, lighter, stove or candle.
26 A	Footwear exclusively for sports.
91	Spectacles excluding sunglass and goggles.
97	Musical instruments and parts thereof (excluding pianos, gramophones, record-players and tape recorders).
98	Buttons, studs and buckles including hooks and eyes (except those of precious metals and precious stones).
99	Brushes for painting including artists' and decorators' brushes.
99 D	Parts for fountain pens (except caps), and refills for ball point pens.
100	Office supplies (other than paper, pens, pencils, pins and clips and office machines).
144	Printers' materials.
145	Laminated plastic sheet.
149	Vacuum flasks including refills.
30	Insulated cables and wires for electricity.
31	Radio spares (excluding cabinets) for maintenance and repairs.
102 A	Dry cell batteries, wireless.
102 B	Dry cell batteries, other than wireless.
102 B	Batteries, other than dry cell.
103	Splash proof accumulators and batteries for motor vehicles (other than for cars, lorries, vans and wagons).
105 B	Parts of electric appliances and apparatus (domestic) for maintenance and repairs.
107 A	Parts of electric fans for maintenance and repairs (other than blades).
111 A	Public address system, complete and parts thereof.
162	Parts of refrigeraotrs (excluding cabinets) for maintenance and repairs.
35	Aluminium and zinc corrugated roofing sheets.
112	Chimneys and globes for lamps and lanterns.
114	Sinks, wash basins, bidets, baths and other sanitary and plumbing fixtures and fittings including plumbing metal taps, excluding enamel chamber pots.
116	Hume pipes, drainage pipes and earthenware pipes.
118	Abrasive cloths and papers and similar materials.
126	Bottles and other containers (including stoppers and closures) of common glass.
127	Glass tableware and other articles of glass for household use.
38	Implements and tools (other than agricultural) including engineer's tools, machine tools, saws, saw-blades, files and rasps.
133 & 133 C	Nails, bolts, nuts, washers, rivets, screws, and similar articles of base metals (excluding wire nails and wood screws).
141	Spare parts of stoves and cookers (non-electric).
142 A	Slotted angles and panels – iron and steel.
142 B	Seals and stoppers of base metals.
142 F	Guns, breech-loading, single barrel.
151	Engineering stores.
151 A	Parts of electrical machinery for industrial use, n.e.s.
151 B	Parts of machinery (except electrical) for industrial use, n.e.s.
157	Parts for printing and book-binding machinery.
158	Handloom textile weaving accessories.
163	Outboard motors and marine engines and parts thereof.
164	Stationary internal combustion (diesel and semi-diesle) engines below 90 h.p. and parts.
165	Atomizers, sprayers and equipment (and parts thereof) for insect and pest control.
166	Parts of sewing machines (excluding needles) for maintenance and repairs.
167 A	Rice hulier spares – for repairs and maintenance.

SCHEDULE III

(Only items in Column III can be imported)

Column I Group		Column II Sub-Group		Column III Item	
024	Cheese and curd	024.0	Cheese and curd	024.0	Cheese.
043	Barley, unmilled	043	Barley, unmilled	043.0	Barley, unmilled.
047	Meal and flour of cereals, except meal and flour of of wheat or of meslin.	047.0	Meal and flour of cereals, except meal and flour of wheat or of meslin.	047.0	Meal and flour of cereals, except meal and flour of wheat or of meslin, namely corn flour.
048	Cereal preparations and preparations of flour and starch of fruits and vegetables.	048.11	Cereal grains, rolled, flaked, polished, pearled or kibbled germs of cereals, whole, rolled flaked or ground.	048.11.01	Patent barley.
				048.11.02	Barley, pearled.
		048.2	Malt (including malt flour)	048.2	Malt (including malt flour).
		048.3	Macaroni, spaghetti, noodles, vermicelli and similar products.	048.2	Malt (including malt flour).
				048.3.01	Semolina.
		048.8	Preparations of cereals, flour and starch for food, n.e.s.	048.82.03	Infants' and invalids' foods, preparations of flour starch or malt extracts and containing less than 50% cocoa.
052	Dried fruit (including artificially dehydrated)	052.03	Grapes, dried (raisins)	052.3	Grapes, dried (raisins).
		052.09	Other dried fruit	052.09.01	Currants.
054	Vegetables, fresh, frozen or simply preserved (including dried leguminous vegetables); roots, tubers add other edible vegetable products, n.e.s., fresh or dried.	054.8	Vegetableproducts, roots and tubers, chiefly for human food, n.e.s., fresh or dried.	054.84	Hops.
055	Vegetables, roots and tubers, preserved or prepared, n.e.s., whether or not in air-tight containers.	055.04	Flour and flakes of potatoes, fruits and vegetables (including sago, tapioca).	055.44.01	Arrowroot flour.
				055.45.01	Sago.
073	Chocolate and other food preparations containing cocoa or chocolate, n.e.s.	073.0	Chocolate and other food preparations containing cocoa or chocolate, n.e.s.	073.0	Infants' and invalids' foods containing 50% or more by weight of cocoa.
221	Oil seeds, oil nuts and oil kernels	221.8	Oil seeds, oil nuts, and oil kernels, n.e.s., (excluding flour and meal).	221.8.01	Mustard seed.
244	Cork, raw and waste	224.02	Cork in blocks, plates, sheets or strips	244.02	Cork in blocks, plates, sheets or strips.
261	Textile fibres (not manufactured into yarn, thread or fabrics) – silk.	261.3	Raw silk (not thrown)	261.3	Raw silk (not thrown).
262	Wool and other animal hair	262.2	Sheep's and lamb's wool, degreased whether or not bleached or dyed (wool raw).	262.2	Sheep's and lamb's wool, degreased, whether or not bleached or dyed (wool raw).
263	Cotton	263.1	Raw cotton, other than linters	263.1	Raw cotton, other than linters.
264	Jute	264.0	Jute (including jute cuttings and waste), jute fibre	264.0	Jute (including jute cuttings and waste), namely jute fibre.
273	Stone, sand and gravel	273.02	Gypsum, plasters, limestone flux and claraceous stone used for the manufacture of lime or cement.	273.2	Gypsum and plasters.
274	Sulphur and unroasted iron pyrites	274.1	Sulphur, other than sublimed precipated or colloidal sulphur.	274.1	Sulphur, other than sublimed precipitated or colloidal sulphur.
275	Natural abrasives (including industrial diamonds)	275.2	Natural abrasives	275.22	Infusorial earths.
				275.23	Pumice stone, emery natural corundum and other natural abrasives.
276	Other crude minerals	276.1	Natural asphalt and natural bitumen	276.1	Natural asphalt and natural bitumen.
		276.1	Clay and other refractory minerals, n.e.s.	276.21	Moulding sand, fullers earth and fire clay.
		276.9	Minerals, crude, n.e.s.	276.95	Natural steatite; talc.
				276.97	Crude natural borates.
291	Crude animal materials, n.e.s.	291.1	Bones, ivory, horns, hoods, claws and similar products.	291.13	Ivory unmanufactured and waste.
		291.9	Materials of animal origin, n.e.s.	291.99.99	Bristles of animal origin.
292	Crude vegetables materials, n.e.s.	292.2	Natural gums, resins, balsam and lacs	292.2	Natural gums, resins, balsam and lacs.
321	Coal, coke and briquettes	321.4	Coal (anthracite and bituminous)	321.4	Coal (anthracite and bituminous).
		321.8	Coke, and semi-coke of coal, of lignite or of peat	321.8	Coke and semi-coke of coal, of lignite or of peat.
332	Petroleum products	332.9	Pitch resin, petroleum asphalt, coke of petroleum and other byproducts of coal, lignite, petroleum and oil shale (including mixtures with asphalt), n.e.s., not chemicals.	332.92	Pitch obtained from coal tar or from other mineral tars.
				332.93	Pitch coke.
				332.94	Petroleum coke.
				332.95	Petroleum bitumen and other petroleum and shale oil residues.
341	Gas, natural and manufactured	341.2	Gas, manufactured	342.1	Gas manufactured excluding chlorine.
411	Animal oil fats	411.3	Animal oil, fats and greases excluding lard	411.32	Tallow.
421	Fixed vegetable oils, soft	421.2	Soya bean oil	421.2	Soya bean oil.
		421.4	Ground nut (peanut oil).	421.4	Ground nut (pea nut)oil.
		421.5	Olive oil	421.5	Olive oil.

Column I Group		Column II Sub-Group		Column III Item	
422	Other fixed vegetable oils	422.1	Linseed oil	422.1	Linseed oil.
431	Animal and vegetable oils and fats, processed, and waxes of animal or vegetable origin.	431.3	Acid oils, fatty acids and solid residues for the treatment of fatyy substances.	431.3	Acid oils, fatty acids and solid residues for the treatment of fatty substances.
512	Organic chemicals	512.1	Hydrocarbons and their halogenated, sulfonated, nitrated or nitrosated derivatives.	512.1	Hydrocarbons and their halogenated, nitrated or nitrosated derivatives.
		512.2	Alcohols, phenols, phenol-alcohols, glycerine	512.21	Methyl-alcohol (methane).
		512.24	Ethyl-alcohol,undenatured, of at least 80° strength, and denatured.	512.24.02	Spirits denatured.
				512.24.03	Rectified spirits.
				512.24.99	Ethyl-alcohol, undenatured of at least 80° strength.
		512.26	Glycerol and glycerol lyes	512.26.01	Glycerine.
		512.5	Acids and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.51	Mono acids and derivatives.
				512.52	Poly acids and derivatives.
				512.53	Oxygen function acids and derivatives.
		512.9	Other organic chemicals	512.9	other organic chemicals excluding camphor tablets.
513	Inorganic chemicals; elements, oxides and halogen salts.	513.1	Oxygen nitrogen, hydrogen, rare gases	513.11	Oxygen.
				513.13	Hydrogen and rare gases.
		513.2	Chemical elements, n.e.s., excluding chlorine	513.23	Sulphur, sublime or precipitated colloidal sulphur.
				513.25	Mercury.
				513.27	Carbon black.
				513.31	Hydrochloric and chlorosulphonic acids.
				513.33	Sulphuric acid, oleum.
				513.34	Nitric acid, sulphonitric acids.
				513.35	Phosphorous pentoxide and phosphoric acid.
				513.37	Boric oxide and boric acid.
				513.39	Other inorganic acids and oxygen compounds of non-metals or metalloids.
		513.5	Metallic oxides, or kinds principally used in paints	513.5	Metallic oxides, of kinds principally used in paints.
		513.6	Other inorganic bases and metallic oxides, excluding caustic soda.	513.6	Other inorganic bases and metallic oxides, excluding caustic soda.
514	Other inorganic chemicals	514.1	Metallic salts and peroxy-salts of inorganic acids	514.1	Metallic salts and peroxy-salts of inorganic acids, excluding caustic soda, chlorine and soap compounds.
		514.2	Other metallic salts and peroxy-salts of inorganic acids	514.2	Other metallic salts and peroxy-salts of inorganic acids excluding soap compounds, caustic acid, and chlorine.
521	Mineral tar and crude chemicals from coal, petroleum, nautral gas.	521	Mineral tar and crude chemicals from coal, petroleum, natural gas.	521	Mineral tar and crude chemicals from coal, petrol eum, natural gas.
531	Synthetic organic dyestuffs, natural indigo and colour lakes.	531.0	Synthetic organic dyestuffs, natural indigo and colour lakes.	531.0	Synthetic organic dyestuffs, natural indigo and colour lakes.
532	Dyeing and tanning extracts and synthetic tanning materials.	532.1	Dyeing extracts (vegetable and animal)	532.1	Hair dyes; food colouring matter of vegetable and animal origin.
		532.4	Tanning extracts of vegetable origin	532.4	Tanning. extracts of vegetable origin.
533	Pigments, paints, varnishes and related materials	533.1	Colouring materials, n.e.s.	533.1	Food colouring matter, inorganic, not chemically defined.
		533.3	Prepared paints, enamels, lacquers, varnishes, artists' colours, siccatives (paint driers) and mastics.	533.32.03	Aniline dyes for dyeing textiles and wearing apparel.
				533.32.04	Alkali dyes.
				533.32.99	Stamping foil.
				533.33	Artists' colours.
				533.34	Prepared driers.
				533.35	Putty.
554	Soaps, cleansing and polishing preparations	544.2	Surface acting agents and washing preparations	554.2.01	Lavatory cleansers in bulk.
		554.3	Polishes, pastes, powder and similar preparations for polishing and preserving leather, wood, metal, glass and other materials.	554.3.03	Wood preservatives.
				554.3.99	Belt preservatives and syrup boiler cleaning fluid, wax (sail makers' or shoe makers), carborundum paste, grinding paste, n.e.s.
581	Plastic materials, regenerated cellulose and artificial resins.	581.1	Products of condensation, polycondensation and poly-addition (e.g., phenolasts, aminoplasts, alkyds, polyalyl esters and other unsaturated polyesters, silicones.	581.1.01	Plastic powders.
		581.32	Regenerated cellulose and chemical derivatives of cellulose.	581.32	Tracing film.
		581.92	Modified natural resins ester gums, etc.	581.92	Bostik and similar products.
599	Chemical materials and products, n.e.s.	599.2	Insecticides, fungicides, disinfectants (including sheep and cattle dressing) and similar preparations.	599.2.04	Naphthalene.
		599.5	Starches, inulin, gluten; albuminoidal substances, glues	599.53	Casein, caseinates and other casein derivatives, casein glues.
				599.54	Albumins, albuminates and other albumin derivatives.
				599.57	Dextrins, soluble or roasted, starches and starch glues.
				599.59	Prepared glues, n.e.s.
		599.6	Wood and rosin based chemical products	599.61	Tall oil.
				599.63	Spirits of turpentine, pine oil.
				599.64	Rosin.
		599.7	Organic chemical products, n.e.s.	599.7	Fire extinguisher refills.
		599.9	Chemical products and preparations, n.e.s.	599.94	Soldering fluids including flux.
				599.99	Blacking for foundry (casting) purposes, lime soda getters for electric lamp bulbs, hardeners.
612	Manufactures of leather or of artificial or reconstituted leather, n.e.s.	612.1	Machine leather belting and other articles of leather for use in machinery.	612.1	Machine leather belting and other articles of leather for use in machinery.
621	Materials of rubber	621.04	Plates, sheets, strips, rods and profile shapes of unhardened vulcanized rubber.	621.04.02	Hospital sheeting and mackintosh sheeting.
629	Articles of rubber, n.e.s.	629.1	Rubber tyres and tubes for vehicles and aircraft	629.1.01	Pneumatic rubber tyres for motor cars, excluding sizes 5·20 x 13, 5·20 x 14, 5·60 x 15 and two-ply tyres.
				629.1.02	Pneumatic rubber tyres for motor cycles.
				629.1.03	Pneumatic rubber tyres for pedal cycles excluding sizes 28 x 1½ and 26 x 1¾.
				629.1.09	Pneumatic rubber tyres for other vehicles excluding sizes 8·25 x 20 and 7·50 x 20.
				629.1.10	Solid rubber tyres for motor vehicles.
				629.1.19	Solid rubber tyres for other vehicles excluding perambulators and rickshaws.
				629.1.20	Pneumatic rubber tubes for motor cars, excluding sizes 5·20 x 13, 5·20 x 14 and 5·60 x 15.
				629.1.21	Pneumatic rubber tubes for motor bicycles.
				629.1.22	Pneumatic rubber tubes for pedal cycles, excluding sizes 28 x 1½ and 26 x 1¾.
				629.1.29	Pneumatic rubber tubes for other vehicles, excluding sizes 8·25 x 20 and 7·50 x 20.
		629.3	Hygienic and pharmaceutical articles of unhardened rubber.	629.3	Hygienic and pharmaceutical articles of unhardened rubber.
641	Paper and paperboard	641.1	Newsprint paper, in rolls or reels	641.1	Newsprint paper, in rolls or reels.
		641.4	Cigarette paper in bulk, rolls, or sheets	641.4	Cigarette paper in bulk, rolls or sheets.
		641.5	Machine made paper and paper board simply finished in rolls or sheets, n.e.s.	641.5.30	Tissue paper, other than wrapping or packing, in bulk, rolls or sheets.

(Continued on next page)

CEYLON, *continued*

Column I Group	Column II Sub-Group		Column III Item	
	641.6	Fibre boards and other building boards of wood or of vegetable fibres.	641.6	Fibre boards and other building boards of woods or of vegetable fibres, namely hard boards including wall and partitioning boards; compressed fibre boards; wall boards of wood fibre.
642 Articles made of paper pulp, paper or of paper board	642.9	Articles of paper pulp, paper, or paper board, n.e.s. (including paper and paper board cut to size).	642.92	Duplicating paper, cut to size, packeted or boxed.
				Stencil paper, cut to size.
			642.93	Monotype paper, calculating machine paper, and toilet paper.
			642.99	Blank clock cards.
651 Textile yarn and thread	651.2	Yarn of wool and animal hair wherein the textile material weight, the wool and animal content predominate over that of any other single textile material, except where the weight of silk, noil and other waste silk is more than 10%.	651.2	Yarn of wool and animal hair wherein the textile material weight, the wool and animal content predominate over that of any other single textile material, except where the weight of silk, noil and other waste silk is more than 10%.
	651.3	Cotton yarn and thread, grey (unbleached), not mercerized nor put up for retail sale wherein the textile material weight, the cotton content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.	651.3	Cotton yarn, grey (unbleached), not mercerized nor put up for retail sale wherein the textile material weight, the cotton content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.
	651.4	Cotton yarn and thread, bleached, dyed, mercerized, etc.	651.4	Cotton yarn, bleached, dyed, mercerized.
	651.5	Yarn and thread of flax, ramie and true hemp, wherein the textile material weight, the flax, ramie and true hemp content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.	651.5	Yarn and thread of flax, ramie and true hemp, wherein the textile material weight, the flax, ramie and true hemp content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.
	651.6	Yarn and thread of synthetic fibres wherein the textile material weight, the synthetic fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.	651.6	Yarn of synthetic fibres wherein the textile material weight, the synthetic fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10% of a value not exceeding Rs. 12 per lb. c.i.f.
	651.7	Yarn and thread of regenerated (artificial) fibres wherein the textile material weight, the regenerated (artificial) fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is not less than 10%.	651.7	Yarn and regenerated (artificial) fibres wherein the textile material weight, the regenerated (artificial) fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is not less than 10% of a value not exceeding Rs. 12 per lb. c.i.f.
653 Textile fabrics, woven (not including narrow or special fabrics), other than cotton fabrics.	653.4	Jute fabrics, woven, wherein the textile material weight, the jute content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.	653.4.01	Jute Hessian.
655 Special textile fabrics and related products . .	655.1	Felts and felt articles, n.e.s.	655.1.01	Roofing felt including asphalted.
			655.1.99	Felt and felt articles, n.e.s.
				Other, namely, hair felt and rubberized felt.
	655.8	Wadding, wicks and textile fabrics for use in machinery or plant.	655.82.01	Incandescent mantles – artificial silk.
			655.82.09	Incandescent mantles – silk.
			655.83	Textile articles used in machinery or plant, cut to size.
	655.9	Special products of textile materials and of related materials.	655.91	Textile hose piping and similar tubing.
			655.92	Machine belting of textile materials.
656 Made up articles wholly or chiefly of textile material, n.e.s.	656.2	Tarpaulins, tents, awnings, sails, other made up canvas goods.	656.2	Tarpaulins and sails.
	656.6	Blanket, travelling rugs and coverlets . . .	656.61.02	Pure woollen blankets namely coarse cumblies.
			656.61.99	Used blankets wholly or mainly of wool.
			656.62.01	Blankets of pure cotton (estate cumblies).
			656.62.02	Blankets of mixed materials wherein the total weight, the textile material is not less than 50% of cotton, namely, cumblies.
	656.9	Made up articles of textile materials, n.e.s. . .	656.92.01	Insulating material – silicate of cotton.
661 Lime, cement and fabricated building materials, except glass and clay materials.	661.2	Cement	661.2.02	Cement, fire.
			661.2.03	Cement clinker.
			661.2.99	Waterproof cement and boiler cement and compositions.
662 Clay construction materials and refactory construction materials.	662.3	Refactory bricks and other refactory construction materials.	662.31	Heat insulating bricks, of infusorial earth of kieselguhr and siliceous earths.
			662.32.01	Fire bricks.
663 Mineral manufactures, n.e.s.	663.1	Grinding and polishing wheels and stones . .	663.1	Grinding and polishing wheels and stones.
	663.5	Mineral insulating materials, n.e.s. . . .	663.5	Insulation substances, mineral, other than with a basis of asbestos excluding building material. Granolithic powder.
	663.7	Refactory products other than refactory construction materials (example, retorts, crucibles, muffles, nozzles, plugs, supports, tubes, pipes, sheaths, rods).	663.7	Refactory products other than refactory construction materials (example, retorts, crucibles, muffles, nozzles, plugs, supports, tubes, pipes, sheaths, rods).
	663.8	Manufactures of asbestos; friction materials . .	663.8	Manufactures of asbestos; friction materials – namely, asbestos packing; asbestos insulation; asbestos fibrous fillers; asbestos fire-proof clothing; gloves, masks, helmets, hats and aprons of asbestos; jointing, asbestos, excluding building materials and metal plastic joints.
	663.9	Articles of ceramic materials, n.e.s. . . .	663.91	Laboratory and industrial ceramic wares, not refactory.
664 Glass	664.2	Optical glass and elements thereof, not optically worked, and blanks for corrective spectacle lenses.	664.2	Optical glass and elements thereof, not optically worked, and blanks for corrective spectacle lenses.
	664.4	Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.	664.4.01	Plate glass – unobscured flat glass, ground and polished on both sides – not otherwise worked.
			664.4.02	Sheet – Window-glass, unworked.
	664.6	Bricks, tiles and other construction materials of pressed or moulded glass.	664.6	Bricks, tiles and other construction materials of pressed or moulded glass.
	664.7	Safety glass, toughened or laminated . . .	664.7	Safety glass, toughened or laminated.
	664.9	Glass, n.e.s.	664.9	Glass, n.e.s., namely, glass bulbs for the manufacture of electric lamp bulbs.
			664.93	Clock and watch glass.
			664.94	Glass fibre (including glass wool) and articles made therefrom, namely fibre glass insulating material.
665 Glassware	665.1	Carboys, bottles, jars, flasks and similar containers, stoppers and other closures of glass (excluding kerosene cooker bottles and glass aerated water syphons).	665.1	Vacuum flask glass inners.
	665.8	Articles made of glass, n.e.s.	665.89	Anchors for the manufacture of electric lamp bulbs.
666 Pottery	666.6	Ornaments and furnishing goods of porcelain, china or other ceramic materials, n.e.s.	666.6.01	Lamps, complete and parts and fittings of porcelain, china or other ceramic materials, n.e.s., namely, oil lamps.
671 Pig iron spiegeleisen, sponge iron, iron and steel powders and shot and ferro-alloys.	671.2	Pig iron (including cast iron)	671.2	Pig iron (including cast iron).

Column I Group	Column II Sub-Group	Column III Item
672 Ingots and other primary forms (including blanks for tubes and pipes) of iron or steel.	672 Ingots and other primary forms (including blanks for tubes and pipes) of iron or steel.	672 Ingots and other primary forms (including blanks for tubes and pipes) of iron or steel, excluding: (1) M.S. rounds for general engineering purposes up to 1¼ in. diameter and M.S. rounds for reinforcements – all sizes; (2) Hot-rolled hoop iron all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness).
673 Iron and steel bars, rods, angles, shapes and sections (including sheet piling).	673 Iron and steel bars, rods, angles, shapes and sections (including sheet piling).	673 Iron and steel bars, rods, angles, shapes and sections including sheet piling, excluding: (1) M.S. rounds, for general engineering purposes up to 1¼ in. diameter and M.S. rounds for reinforcement – all sizes; (2) Hot-rolled hoop iron all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness); (3) Equal angles up to and including 1½ in. x 1½ in. x ⅛ in.
674 Universals, plates and sheets of iron or steel	674 Universals, plates and sheets of iron or steel	674 Universals, plates and sheets of iron or steel.
675 Hoop and strip of iron or steel	675 Hoop and strip of iron or steel	675 Hoop and strip of iron or steel excluding hot-rolled hoop iron – all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness).
677 Iron and steel wire (excluding wire rod)	677 Iron and steel wire (excluding wire rod)	677 Iron and steel wire (excluding wire rod) excluding binding wire, all sizes down to gauge 20.
678 Tubes, pipes and fittings of iron and steel	678 Tubes, pipes and fittings of iron and steel	678 Tubes, pipes and fittings of iron and steel, not fabricated.
682 Copper	682.1 Copper and alloys, whether or not refined, unwrought	682.1 Copper and alloys, whether or not refined, unwrought.
	682.2 Copper and alloys of copper worked	682.2 Copper and alloys of copper worked.
683 Nickel	683.2 Nickel and nickel alloys, worked	683.2 Nickel and nickel alloys, worked.
684 Aluminium	684.1 Aluminium and aluminium alloys, unwrought	684.1 Aluminium and aluminium alloys, unwrought.
	684.2 Aluminium and aluminium alloys, worked	684.21 Bars, rods, angles, shapes, sections and wire of aluminium.
		684.25 Tubes, pipes, blanks and fittings thereof, hollow bars of aluminium.
685 Lead	685.1 Lead and lead alloys, unwrought	685.1 Lead and lead alloys, unwrought.
	685.2 Lead and lead alloys, worked	685.2 Lead and lead alloys, worked.
686 Zinc	686.1 Zinc and zinc alloys	686.1 Zinc and zinc alloys, unwrought.
		686.2 Zinc and zinc alloys, worked (excluding zinc corrugated sheets), namely, bars, rods, angles, shapes, sections, wire, plates, sheets, strip, foil, powders (excluding dust) and flakes of zinc and zinc solder.
687 Tin	687.1 Tin and tin alloys, unwrought	687 Tin and tin alloys, unwrought.
	687.2 Tin and tin alloys, worked	687.21 Bars, rods, angles, shapes, sections and wire of tin.
		687.22.01 Tin plates and sheets, not fabricated (excluding printed (lithographed) tin sheets).
		687.22.99 Tin foil.
689 Miscellaneous non-ferrous base metals employed in metallurgy.	689 Miscellaneous non-ferrous base metals employed in metallurgy.	689 Miscellaneous non-ferrous base metals employed in metallurgy.
692 Metal containers for storage and transport	692.3 Compressed gas cylinders	692.3 Compressed gas cylinders.
693 Wire products (excluding electric) and fencing grilles.	693.1 Wire, cables, ropes, plaited bands, slings and similar articles not insulated.	693.11 Wire, cables, ropes, plaited (iron and steel) bands, slings and similar articles not insulated (excluding binding wire, all sizes down to gauge 20) of iron or steel.
		693.12 Wire, cables, ropes, plaited bands, slings, and similar articles, not insulated, of copper.
	693.3 Gauze, netting, grille, fencing, etc., of wire	693.3 Gauze, grille of wire, excluding wire netting and wire mesh of 4 in. side square and above.
	693.4 Expanded metal	693.4 Expanded metal.
695 Tools for use in the hand or in machines	695.1 Hand tools of a kind mainly used in forestry	695.1 Hand tools of a kind mainly used in forestry.
	695.2 Other tools for use in the hand or in machines	695.2 Other tools for use in the hand or in machines excluding power operated tools and bench vices up to and including 6 in.
696 Cutlery	696.01 Knives	696.01 Knives.
	696.03 Razor and razor blades	696.03.99 Blanks for manufacture of razor blades, whether or not in strips; razors, safety, non-electric (excluding surgical), with one blade for each razor; razors, open blade.
	696.04 Scissors and their blades	696.04 Scissors and their blades.
	696.05 Other articles of cutlery (clippers, cleavers, etc.)	696.05.01 Pencil sharpeners.
		696.05.99 Hair clippers, hand operated, non-electric for any use including the shearing of animals, and parts.
	696.06 Spoons, forks, and similar tableware	696.06.01 Milk – scoops for dairies.
		696.06.02 Servers, cake, fish and salad.
		696.06.03 Fish eaters, non-cutting.
		696.06.04 Forks, table and kitchen.
		696.06.05 Knives (non-cutting), butter, fish, kitchen and table.
		696.06.06 Ladles, kitchen, table.
		696.06.07 Slicers, pastry.
		696.06.99 Tongs, cake, ice, meat, sugar, and the like.
697 Household equipment of base metals	697.2 Domestic utensils of base metals	697.21.01 Kettles (non-electric), iron and steel.
	697.9 Other household equipment of base metals	697.91 Steel wool, pot scourers and polishing pads of iron and steel.
698 Manufactures of metal, n.e.s.	698.1 Locksmiths' wares	698.11 Locks, padlocks, and keys therefor of base metals.
		698.12.01 Door and window fittings including hinges, iron and steel, excluding the following: (1) Steel safety tower bolts (6 in., 5 in., 4 in., 3 in.) (2) Steel safety hasps (6 in., 4½ in., 3 in.). (3) Steel parliament hinges. (4) Steel butt hinges. (5) Steel tee hinges.
		698.12.99 Base metal fittings and mountings of types largely used on furniture, doors, namely castors (excluding those used on machinery) other than ceramic coffin mountings, door closers.
	698.3 Chains and parts thereof of iron and steel	698.3 Chains and parts thereof of iron or steel.
	698.5 Pins and needles of iron or steel and base metal fittings of a kind commonly used for articles of apparel, travelling goods, etc.	698.51 Needles for hand-sewing, knitting, netting, of iron or steel.
	698.6 Springs and leaves for springs, steel	698.61 Springs and leaves for springs, steel (excluding watch and clock springs and springs for umbrella shafts).
	698.8 Miscellaneous articles of base metal	698.82 Flexible tubing and piping of base metal.
		698.85.99 Bottling capsules of base metal.
		698.87 Soldering and welding rods of base metal or of metal carbides.

(Continued on next page)

CEYLON, *continued*

Column I Group	Column II Sub-Group	Column III Item
	698.9 Articles of base metals	698.91.01 Shoot runners, iron and steel.
		698.91.99 Couplings for hose pipes and piping, iron and steel; gratings and drain covers, iron and steel; stencil plates, iron and steel; crucibles, iron and steel; fasteners for machine belting, iron and steel.
		698.92.02 Sanitary fittings including cisterns and baths of brass and alloys of copper excluding brass bibcocks, copper ball valves and wash basin pillar taps ½ in. imported as separate units.
		698.92.03 Sanitary fittings including cisterns and baths of brass and alloys of copper, electro-plated, excluding brass bibcocks, copper ball valves and wash basin pillar taps ½ in. imported as separate units.
		698.92.99 Crucibles of brass and alloys of copper; fasteners for machine belting of brass and alloys of copper; nails, tacks and washers of brass and alloys of copper.
		698.94 Articles of aluminium, n.e.s., namely tacks, bolts and nuts, nail type staples, washers, blanks, aluminium, for local manufacture of containers.
		698.96 Articles of lead, n.e.s., namely, lead, washers.
711 Power generating machinery other than electric	711.5 Internal combustion engines other than for aircraft	711.5.06 Parts of engines for motor cars, motor cycles, motor scooters, and motor station wagons.
		711.5.08 Parts of engines for motor lorries, motor vans, motor omnibuses, motor tractors.
		711.81.01 Prime movers, not electrical-hydraulic, complete and parts.
712 Agricultural machinery and implements	712.1 Agricultural machinery and appliances for preparing and cultivating the soil.	712.1 Agricultural machinery and appliances for preparing and cultivating the soil, complete and parts.
	712.2 Agricultural machinery and appliances for harvesting, threshing and sorting.	712.2 Agricultural machinery and appliances for harvesting, threshing and sorting, and parts.
	712.3 Milking machines, cream separators and other dairy farm equipment.	712.3 Milking machines, cream separators and other dairy farm equipment, and parts.
	712.5 Tractors, other than road tractors for tractor-trailer combination, complete and parts.	712.5 Tractors, other than road tractors for tractor-trailer combination, complete and parts.
	712.9 Agricultural machinery and appliances, n.e.s., and parts, including incubators.	712.9 Agricultural machinery and appliances, n.e.s., and parts, including incubators.
714 Office machines	714.1 Typewriters and cheque writing machines and parts	714.1 Typewriters and cheque writing machines and parts (excluding typewriter ribbons).
	714.2 Calculating machines, accounting machines and similar machines incorporating calculating device (excluding electronic computers), complete and parts.	714.2 Calculating machines, accounting machines and similar machines incorporating calculating device (excluding electronic computers), complete and parts.
	714.3 Statistical machines (e.g. calculating from punched cards or tape) excluding electronic computers and parts.	714.3 Statistical machines (e.g. calculating from punched cards or tape) excluding electronic computers and parts.
	714.9 Office machines, n.e.s., and parts	714.9 Office machines, n.e.s., and parts.
715 Metal working machinery	715.2 Metal working machinery other than machine tools	715.23 Gas operated welding, cutting appliances.
718 Machines for special industries	718.4 Construction and mining machinery, n.e.s.	718.41 Road rollers, mechanically propelled, namely, steam rollers and component parts thereof.
		718.42.01 Plumbago machinery, complete.
		718.42.02 Plumbago machinery, parts.
	718.5 Mineral crushing, sorting and moulding machinery, glass working machinery.	718.51.01 Stone crushing machinery, complete and parts.
		718.51.03 Concrete mixers, complete and parts thereof.
719 Machinery and appliances (other than electric) and machine parts, n.e.s.	719.1 Heating and cooling equipment	719.13 Furnace burners, mechanical stokers.
		719.14 Industrial and laboratory furnaces and ovens, non-electrical.
	719.4 Domestic appliances, non-electrical	719.41 Domestic food processing appliances, non-electrical, complete and component parts, namely mechanical appliances hand-operated and not exceeding 10 kg. in weight and of a type used in the household.
	719.5 Powered tools, n.e.s.	719.52.01 Woodworking machinery.
	719.6 Other non-electrical machines	719.63 Weighing machinery and weights thereof (excluding weights of 4 lb. and under; pocket spring balances, domestic scales and any other type of non-trade weighing instrument other than personal weighers). Only machines approved by Warden, Weights and Measures could be imported.
		719.64.99 Spraying machinery other, namely extinguishers, fire, hand-held.
	719.7 Ball, roller or needle roller bearings	719.7 Ball, roller or needle roller bearings.
722 Electric power machinery and switchgear	722.1 Electric power machinery	722.1.02 Generators, alternators, dynamos and exciters complete and parts, excluding dynamo lighting sets.
		722.1.10 Motors below 1 h.p., complete and parts.
		722.1.11 Motors 1 to 5 h.p., complete and parts.
		722.1.12 Motors over 5 h.p., complete and parts.
723 Equipment for distributing electricity	723.2 Electrical insulating equipment	723.2 Electrical insulating equipment.
725 Domestic electrical equipment	725.05 Electrical space heating equipment, etc.	725.5.01 Electric smoothing irons, complete and parts.
		725.5.02 Hot plates, immersion heaters, electric kettles.
729 Other electrical machinery and apparatus	729.2 Electric lamps	729.2.01 Fluorescent tubes excluding fittings.
		729.2.02 Torch bulbs.
		729.2.03 Electric lamp bulbs, excluding electric bulbs from 15 to 150 watts.
	729.4 Automotive electric equipment	729.41 Electrical starting and ignition equipment for internal combustion engines.
		729.42 Electric lighting, etc., equipment for vehicles excluding cycle lighting dynamos.
	729.5 Electrical measuring and controlling instruments and apparatus, complete and parts.	729.5 Electrical measuring and controlling instruments and apparatus, complete and parts.
	729.6 Electro-mechanical hand tools	729.6 Electrical mechanical hand tools excluding domestic floor polishers, portable mechanical tools permanently fitted with a base plate, stand or other device for mounting on the wall, bench or floor during operation, electrical lawn mowers; electro-mechanical domestic appliances; electrical shavers, hair clippers.
	729.9 Electrical machinery and apparatus, n.e.s.	729.96 Electrical carbons.
732 Road motor vehicles	732.8 Bodies, chassis, frames and other parts of motor vehicles other than motor-cycles (not including rubber tyres, engines, chassis with engines mounted, electrical parts).	732.89.02 Sparts parts for motor vehicles, n.e.s., other than for motor-cycles (excluding chassis and engines).
	732.9 Motor-cycles, motorized cycles, complete and their parts.	732.92 Parts solely for use of motor cycles, motorized cycles (excluding frames and engines).
		732.11 Cycles, not motorized, namely tradesmen's cycles.
733 Road vehicles other than motor vehicles	733.1 Bicycles and other cycles not motorized and their parts excluding accessories, frames, forks, pedal blocks,	733.12 Parts of cycles excluding accessories, frames, forks, pedal blocks, brake blocks, tyres, tubes, saddle

Column I Group	Column II Sub-Group	Column III Item
	brake blocks, tyres, tubes, saddle covers, pedal covers, mud flaps, baskets, handle grips, bar covers and stands.	covers, pedal covers, mud flaps, baskets, handle grips, bar covers and stands.
812 Sanitary, plumbing, heating and lighting fixtures and fittings.	812.4 Lighting fixtures and fittings, lamps and lanterns and parts thereof (not including electrical parts).	812.41.01 Lamps, glass, oil. 812.42.01 Lamps and lanterns except electric iron and steel oil lamps. 812.42.09 Lamps and lanterns except electric, complete other than of glass or iron and steel namely oil lamps. 812.42.10 Lamps and lanterns except electric, complete iron and steel pressure type incandescent. 812.42.19 Lamps and lanterns except electric, complete, other pressure type incandescent. 812.42.20 Parts of lamps and lanterns (other than chimneys, globes and shades), iron and steel, namely incandescent and oil. 812.42.29 Parts of lamps and lanterns other than chimneys, globes and shades, other than of paper, wood, plastic, glass, textiles and iron and steel, namely incandescent and oil. 812.42.30 Electric lighting accessories and fittings, n.e.s., of base metals excluding 3-pin plugs and bases of 9 amps. and below, C.G. lamp holders, fluorescent light fittings and ceiling roses. 812.43.01 Electric torches and parts excluding dry cell batteries.
841 Clothing (except fur clothing)	841.1 Clothing of textile, fabric not knitted or crocheted .	841.11.30 Woollen, wholly or mainly of outer wear other than knitted, men's and boys' (used). 841.12.50 Woollen wholly or mainly of outerwear other than knitted women's, girls' and infants' (used). 841.13.03 Men's and boys' woollen, wholly or mainly, underwear, other than knitted (used). 841.14.03 Women's, girls' and infants' woollen (wholly or mainly) underwear, other than knitted or crocheted (used).
	841.2 Clothing accessories of textile fabric, not knitted or crocheted.	841.22.03 Scarves and shawls of wool wholly or mainly (used). 841.26 Gloves, mittens, stockings, socks, not knitted or crocheted wholly or mainly of wool (used).
	841.3 Apparel clothing accessories of leather . . . 841.4 Clothing and accessories knitted or crocheted . .	841.3.01 Boxing gloves. 841.42.09 Stockings and hose, woollen, used. 841.43.10 Woollen, wholly or mainly underwear, knitted or made of knitted fabric, used. 841.44.01 Woollen, wholly or mainly outerware, knit or made of knitted fabrics, used.
	841.5 Headgear	841.59 Other headgear, namely safety helmets for motorcyclists.
	841.6 Apparel and clothing accessories (including gloves) of rubber.	841.6.01 Gloves, rubber for sports. 841.6.03 Diving suits, rubberized. 841.6.99 Bathing caps, rubber.
861 Scientific, medical, optical, measuring and controlling instruments and apparatus.	861.2 Spectacles and spectacle frames	861.21 Curled type sides for spectacle frames and hinges and screws for spectacle frames. 861.22.02 Goggles.
	861.3 Microscopes . . . . . 861.4 Photographic cameras (other than cinematographic) and flashlight apparatus.	861.3 Microscopes. 861.4 Parts of photographic cameras (other than cinematographic) and flashlight apparatus, excluding camera bodies.
	861.5 Cinematographic cameras	861.5 Parts of cinematographic cameras, excluding camera bodies.
	861.6 Photographic and cinematographic apparatus and equipment, n.e.s.	861.6 Parts of photographic and cinematographic apparatus and equipment), n.e.s., other (excluding camera bodies).
	861.7 Medical instruments . . . . . 861.8 Meters and counters, non-electric, complete and parts	861.7 Medical instruments. 861.8 Meters and counters, non-electric, complete and parts thereof.
	861.9 Measuring, controlling and scientific instruments, n.e.s.	861.91 Surveying instruments and parts. 861.92.02 Balances, complete and parts. 861.93.01 Mathematical instruments, n.e.s., namely rules, engineers', carpenters'. 861.93.99 Drawing, measuring, calculating instruments, n.e.s., other, and parts. 861.95 Mechanical appliances for testing physical properties of industrial materials and parts. 861.96 Hydrometers, thermometers, etc., complete. 861.97 Instruments for measuring or controlling the flow, depth, pressure, etc., of liquids or gases, and parts. 861.98 Instruments other than mechanical for physical or chemical analysis, and parts.
862 Photographic and cinematographic supplies . .	862.3 Chemical products and flashlight materials of a kind used in photography put up in measured portions or for retail sale. 862.4 Photographic films, plates and paper, whether or not exposed, and developed film other than developed cinematographic film.	862.3 Chemical products and flashlight materials of a kind used in photography put up in measured portions or for retail sale. 862.41 Photographic plates and films in the flat (other than of paper, paperboard or cloth), sensitized unexposed. 862.42 Films in rolls, sensitized, unexposed. 862.43 Paper, sensitized, not developed.
891 Musical instruments, sound recorders and reproducers and parts and accessories thereof.	891.2 Phonograph (gramophone) records, recorded tapes; other recorded media and prepared media for sound recording.	891.2 Phonograph (gramophone) records, recorded tapes, other recorded media and prepared media for sound recording.
	891.4 Pianos and other string musical instruments .	891.43 Strings for musical instruments.
892 Printed matter	892.1 Books and pamphlets (including maps and globes), printed.	892.1 Books and pamphlets, printed.
	892.2 Newspapers and periodicals . . . . . 892.3 Music, printed or in manuscript, whether or not bound.	892.2 Newspapers and periodicals. 892.3 Music, printed or in manuscript, whether or not bound.
894 Perambulators, toys, games and sporting goods .	894.4 Other sporting goods	894.42 Requisites for outdoor sports, excluding fishing and hunting equipment, all sports nets and batting pads, gloves, volley balls, sports apparel, footwear, cricket stumps and rubber balls.
895 Office stationery and supplies, n.e.s. . . .	895.2 Pens, pencils and fountain pens . . . . . 895.9 Other office stationery supplies	895.22 Pen nibs and nib points. 895.23.99 Tailors' chalk. 895.91.99 Inks, other than printing inks, namely drawing ink, Indian ink, marking ink and thermograph ink. 895.93 Date, sealing and similar stamps, hand operated, mechanical. 895.94 Ink pads. 895.95 Sealing wax, copying pastes.
899 Manufactured articles, n.e.s.	899.1 Articles and manufactures of carving or moulding material. 899.2 Basket work and other articles of plaiting materials, n.e.s., brooms, brushes, feather dusters and sieves. 899.3 Candles, matches, combustible products, smokers' requisites. 899.9 Artists' materials	899.1 Candles for water filters. 899.24.99 Jewellers' brushes and brushes to be fitted to machinery. 899.33 Combustible preparations and products, n.e.s., namely mechanical cigarette lighter fuel. 899.9 Artists' materials.

(Continued on next page)

CEYLON, *continued*

IMPORT CONTROL NOTICE No. 3/68

Imports under Foreign Aid

THE following procedure will apply hereafter for imports under foreign aid/loan agreements.

Category A Imports

The procedure outlined in paragraph 3 of Import Control Notice No. 2/68 of May 5, 1968, will apply.

Category B Imports

(i) In the case of imports which are permissible against individual import licences under this category, the procedure outlined in paragraph 4 of Import Control Notice No. 2/68 of May 5, 1968, will apply.

(ii) In the case of imports of any goods listed in Schedule 3 of Import Control Notice No. 2/68 of May 5, 1968, special aid licences, which need not be supported by Foreign Exchange Entitlement Certificates will be issued. These licences will however bear a licence fee of 15 per cent as prescribed by Regulation No. 2 of the Import Licensing (Levying of Fees) Regulations, 1968.

V. J. H. GUNASEKARA,
May 5, 1968. Controller of Imports and Exports.

IMPORT CONTROL NOTICE No. 4/68

Registration of Importers

THE attention of all importers is drawn to the Import Licensing (Special Provisions) Regulations, 1968, published in *Government Gazette Extraordinary* No. 14,800/3 of May 5, 1968. Under these regulations, general trade importers will have to be newly registered as importers by this Department.

2. All previous registrations of importers effected by this Department are hereby cancelled.

3. Import Control Notice No. 56/62 published in *Government Gazette Extraordinary* No. 13,370 of November 2, 1962, and Import Control Notice No. 18/64 published in *Government Gazette Extraordinary* No. 14,152 of August 27, 1964, are hereby withdrawn.

4. (*a*) Applications for new registration need NOT be sent by importers who applied for registration in terms of Import Control Notice No. 18/64 published in *Government Gazette Extraordinary* No. 14,152 of August 27. 1964, and those who furnished the information called for by my letter No. CL 2/67 of July 9, 1967, and by Import Control Notice No. 10/67 published in *Government Gazette Extraordinary* No. 14,759 of August 2, 1967.

(*b*) New registration will be effected by this Department immediately on the basis of information supplied by importers referred to in sub-para (*a*) above.

(*c*) The new registration will take two forms, viz., registration of 100 per cent Ceylonese business and provisional registration of other businesses.

(*d*) Importers will be liable to have their registration or provisional registration cancelled immediately, if they fail to conform to Government requirements as regards Ceylonization of business.

(*e*) Letters of registration and letters of provisional registration will be issued to importers within the next few days.

V. J. H. GUNASEKARA,
May 5, 1968. Controller of Imports and Exports.

All inquiries about this notice should be addressed to Commercial Relation and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

VENEZUELA

Import licensing restrictions

FURTHER TO THE notice published in the *Board of Trade Journal* of May 10, 1968, three Venezuelan decrees issued on April 23, 1968, have made the following goods subject to import licences.

Tariff No.	Description
512.09.18-1	Other organic compounds used in the manufacture of insecticides, worm-killers, fungicides, weed-killers, rodent poisons, tick-killers, and the like.
716.01.02	Pumps for water and other liquids, not elsewhere specified.
716.01.09	Spare parts and accessories not elsewhere specified.
712.01	Machines and mechanical appliances for agriculture and farming.
712.01.01	Ploughs, harrows, seeders, chassis-mounted cultivators, rotating reapers, forage cutters (whether or not assembled).
712.01.09	Parts and accessories not elsewhere specified.
733.09.02-1	Trailers with bodywork suitable for the transport of goods.

Any inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474),

AUSTRALIA

Tariff Board inquiry

IN LAST WEEK'S *Board of Trade Journal* it was announced that the Australian Minister for Trade and Industry had referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of Sintered metal carbide products (tools, blades, etc.), tariff items 82.05.4, 82.06.2 or 82.07.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (including such tools for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits:		
*82.05.100	Twist drills of a kind used solely or principally with machine tools for working metals or metallic carbides	40%	12½%
*82.05.200	Files, rotary, metal-working	40%	27½%
*82.05.3	Screwing tools, being dies, taps or chasers:		
*82.05.310	Collapsible machine taps for working metals or metallic carbides	40%	27½%
*82.05.390	Other	40%	30%
82.05.4	Wholly or partly of cemented carbides of a kind usable with machines, not being tools falling within sub-item 82.05.1, 82.05.2 or 82.05.3:		
82.05.410	For rotary and percussive rock drills	7½	Free
82.05.420	Rod and wire drawing dies; bolt and screw heading dies	7½%	Free
82.05.49	Other:		
82.05.491	For working metals or metallic carbides	40%	27½%
82.05.499	Other	32½%	17½%
82.06	*Knives and cutting blades, for machines or for mechanical appliances:		
*82.06.100	Of a kind used solely or principally with machine tools for working metals or metallic carbides	40%	27½%
82.06.200	Wholly or partly of cemented carbides, not being goods falling within sub-item 82.06.1	32½%	17½%
82.07.000	*Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides	32½%	17½%

*Given for information only; does not form part of the reference.

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board are reminded that they should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 994/68 **before May 31.**

URUGUAY

Import tax

THE *Board of Trade Journal* of March 29, 1968 (page 1033) reported that Uruguayan Budget Law No. 13637 had introduced a new 18 per cent import tax which superseded all previous import taxes. It has now been learned that in fact the effect of the Law was to increase the additional 15 per cent tax on imports to 18 per cent; other taxes, charges, etc., already in force remain unchanged.

COLOMBIA

Foreign exchange legislation

THE BRITISH EMBASSY in Bogota has reported that the Colombian National Council of Economic Policy has issued a resolution whereby, beginning with 1968, profits originating from foreign capital will be allowed to be remitted in amounts up to 14 per cent per annum of the registered capital instead of the 10 per cent allowed for preceding years. This resolution applies to investments already in existence as well as to new investments,

Ban on certain imports

THE BOLIVIAN GOVERNMENT recently prohibited imports of the following goods:

Tariff No.	Description
ex 02.06	Meat and edible meat offals, salted in brine, dried or smoked:
3.01	Ham, pig's trotter and similar items without stuffing
3.99	Others not specified
04.03.1	Butter
11.08	Starch; insulin
17.02.5	Sugar and molasses converted to caramel
18.05	Powdered cocoa, without sugar
19.03	Macaroni, spaghetti and similar products
Chapter 29	Items in Group X – Organo-inorganic compounds and heterocyclic compounds

Imports of raw materials for industrial use which fall in sections 29.38, 29.39, 29.40 and 29.44 will be allowed provided they are authorized by the National Chamber of Industries.

Chapter 30. Pharmaceutical products.

Imports of pharmaceutical products, excluding those falling in section 30.02, sub-sections 1.01, 1.03, 2.01, 3.01, 4.01, 5.01, 6.01 and 99.01, will be allowed provided it has been certified that they are not produced in Bolivia.

34.01.1.02	Soap in powder or flakes
.03	Hard soaps or laundry soaps
34.06.1	Candles, tapers:
.01	Without decoration
.02	With decoration
99	Others, not specified
35.03.1.02	Gelatine other than in sheet form
39.07.1.02	Tubes and hoses made wholly of plastic
2.02	Curtains, net curtains, tablecloths, sheets and similar, ornamented
2.04	Corrugated sheets ('calamina')
3.01	Tableware and kitchen utensils
3.09	Boxes, jewel boxes, caskets, powder compacts
3.10	Containers, bottles, flasks, demijohns, pots, jars and tops (lids, covers and seals) except those containing more than 10 litres
3.17	Bags with or without inscription
42.01.2.01	Protective gloves of leather or composition leather
58.01	Carpets, carpeting and rugs, knotted:
1	Of wool or fine animal hair
2	Of silk
3	Of synthetic or artificial textile fibres
4	Of cotton
99	Others, not specified
60.04.3	Knitted underwear of cotton or linen
61.01	Men's outerwear:
1	Of natural silk
2	Of wool or fine animal hair
3	Of cotton or linen
4	Of synthetic or artificial textile fibres
99	Of textile fibres, not specified
61.03	Men's and boys' undergarments, including collars, shirt front and cuffs:
1	Men's shirts:
.01	Of natural silk
.02	Of wool or fine animal hair
.03	Of cotton or linen
.04	Of synthetic or artificial textile fibres
99	Of other textile fibres, not specified
2	Other underwear:
.01	Of natural silk
.02	Of wool or fine animal hair
.03	Of cotton or linen
.04	Of synthetic or artificial textile fibres
99	Of other fibres, not specified
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:
1	Sandals (with complete sole and narrow strips holding heels and toes)
2	Boots (half boots, ankle boots) and protective rubber thigh boots for factory workers
99	Others, not specified
ex 64.02	Footwear with outer soles of leather or composition leather and footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material (excluding women's footwear)
64.03	Footwear with outer soles of wood or cork
64.04.99	Shoes with soles of materials other than 'Alpargatas'
64.05	Parts of shoes (including uppers and screw-on heels) of any material except metal:
1	Sewn or cut uppers and their parts:
.01	Of natural, artificial or composition leather
.02	Of textile materials
.99	Of other materials, not specified
2	Soles, insoles, middle soles and similar products simply cut out or finished:
.01	Of natural, artificial or composition leather
.02	Of rubber
.99	Others, not specified, other than those of plastic
64.06	Gaiters, spats, leggings, puttees and similar articles and their parts
65.01	Hat forms, hat bodies and hoods of felt, neither blocked to shape nor with made brims; plateaux and manchons (including slit manchons) of felt:
1	Of felt of wool or wool and hair
99	Of other materials, not specified
65.02	Hat shapes, plaited or made from plaited or other strips of any material, neither blocked to shape nor with made brims:
1	Of strips or bands of wood, raffia, straw, sisal, palm or unwoven vegetable fibres
99	Of other materials, not specified
ex 65.03	Felt hats and other felt headgear, trimmed
65.05	Hats and other headgear, knitted or crocheted or made up from lace, felt or other textile fabric in pieces, whether or not lined or trimmed:
1	Hats or hat shapes of cork, pith or the like covered with woven material (known as 'Colonial')
3	Caps, bonnets, helmets and similar caps; professional apparel; military and naval caps
99	Other hats and headgear, not specified
ex 65.06	Other headgear, whether or not lined or trimmed
99	Other headgear, not specified
ex 76.15	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium:
3	Kitchenware
4	Tableware
5	Cleaning utensils

(*Continued on next page*)

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OF NEW ZEALAND LIMITED

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Tariff No.	Description
85.20.1.02	Incandescent lamps and tubes, spherical or pear-shaped, of 15 to 100 watts inclusive
85.27	Electrical conduit tubing and joints therefor, of base metal lined with insulating material
94.01.1.02	Chairs and other furniture of wood
94.03	Other furniture and parts; cots, beds, folding beds, bed settees and the like made of wood or metal, with spring base and other fixed parts:
3.02	Other wooden furniture
94.04.1	Mattress supports
2	Ordinary mattresses:
.01	Of sponge rubber or cellular material
.99	Of other material
3	Other articles of bedding:
.01	Of sponge rubber
.99	Of other materials
98.10	Mechanical lighters and similar lighters, including chemical and electric lighters, and parts thereof, excluding flints and wicks

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

(a) Umbrellas of all types;
(b) Chow Mein noodles;
(c) Ladies' dresses, gowns, blouses, shorts, slacks and coats.

Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676 C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2127).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

721-03.03 812-04.04	Cold cathode fluorescent lamps
721-19.099	Neon signs and fluorescent lighting fixtures

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

PANAMA

Import control

HM EMBASSY in Panama City report that the following items have been removed from the list of restricted imports:

Sports shirts for men and boys whose f.o.b. value is more than United States $42.00 per dozen
Vests (with or without sleeves)
Sweaters and polo shirts of all qualities and styles, whether made of fabric or knitted

Import restrictions are usually confined to those goods where demand can be satisfied from local resources, e.g. foodstuffs, beverages, textile products, footwear, soaps and detergents.

Details of items appearing in the list of restricted imports are obtainable from Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

GERMAN SALES MANAGER, aged 30, with wide Import/Export and Office Administration experience seeks position in United Kingdom. Prospects more important than commencing salary. Write Box M.11528.

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UNITED STATES

Bottles for packaging distilled spirits

THE *Board of Trade Journal* of February 23, 1968, gave notice of proposed regulations regarding the manufacture, sale and use of bottles for packaging distilled spirits.

The United States Department of the Treasury has now revised these proposals in the light of comments received and has issued regulations which become effective on July 1, 1968.

Details of the regulations may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Investigation—non-rubber footwear industry

THE UNITED STATES Tariff Commission has instituted an investigation under Section 332 of the Tariff Act of 1930 into the economic condition of United States producers of non-rubber footwear.

The Tariff Commission will be reporting on all factors relating to the economic conditions of this industry, including such topics as production, sales, investment, employment, prices, profits, exports, imports and United States tariff treatment.

The Tariff Commission will consider information pertinent to this investigation from interested parties, and contemplates the holding of a public hearing at a date to be announced in due course.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

of a 'class or kind made in Canada'
Hydrogen Sulphide.

(Ruling effective May 30, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-2, dated April 29, 1968.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4 (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities. 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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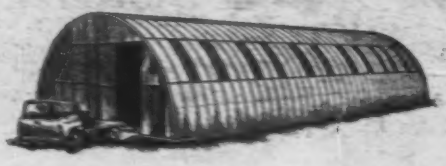

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	29 Mar. 1968
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Mileage and traffic (M)	15 Mar. 1968
Trade by air (6-M)	22 Mar. 1968
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 April 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	3 May 1968
N. Ireland (M)	26 April 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	10 May 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Mar. 1968
Production, exports and orders (M)	26 April 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund Agency returns (M)	3 May 1968
Cinema admissions and takings (M)	10 May 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	10 May 1968
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
World trade and production (Q)	3 May 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	10 May 1968
Hairdressing trades turnover (M)	This week
Hire-purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	10 May 1968
Industrial building provisional figures (Q)	26 April 1968
Industrial production:	
Index nos. (M)	26 April 1968
N. Ireland index (M)	26 April 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	19 April 1968
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	10 May 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 May 1968
Production (M)	10 May 1968
Motor industry:	
Car and commercial vehicle production (M)	26 April 1968
Motor trades turnover (M)	26 April 1968
Nationalised industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension Funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	26 April 1968
Retail trade:	
Index nos. (M)	10 May 1968
N. Ireland index (M)	3 May 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	19 April 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	5 April 1968
Retail (M)	10 May 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	26 April 1968
Cotton production (M)	26 April 1968
Wholesale houses sales (M)	This week
Wool exports (Q)	24 Nov. 1967
Wool output (M)	26 April 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	3 May 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	3 May 1968
Board of Trade Regional organization	3 May 1968
British and Commonwealth chambers of commerce and other British business organisations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	19 April 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. Printed in England by Messrs. R. Hazell Ltd., London.
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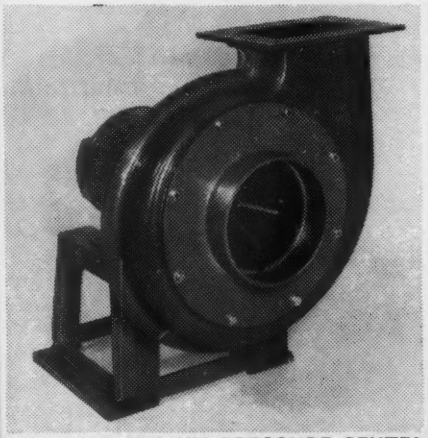

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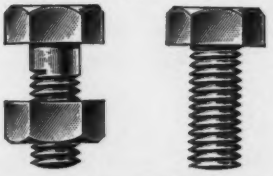

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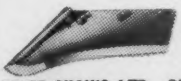

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Flop, flop... whoosh!

Two early export setbacks didn't deter this Hertfordshire company. How and why their third export effort is hitting the jackpot is explained by Frank K (right), assistant managing director and export director.

Interviewer: You got off to a poor start overseas?

Frank K: Absolutely disastrous. From our first efforts I think we had two orders for which we were never paid. Our second did nothing but fill a lot of wastepaper baskets with our brochures.

How did you get on the right lines?

Frank K: We started again – at the grass roots. Our main products are specialised chemical additives for the construction industry – cement waterproofers and hardeners and so on. You have to look at each problem from the overseas customer's angle, and modify your product and your approach to meet local requirements.

Sounds good, but how do you do this in practice?

Frank K: We select our markets. Appoint *good* distributors. Their salesmen come over here to our factory for training. Then we know that all our selling efforts will be followed-up with demonstrations and on-site service.

And now it's whoosh! You're really going well?

Frank K: We've built up from a few thousand overseas in 1961 to a really substantial export turnover, and it's growing year by year.

Has ECGD helped?

Frank K: We wouldn't have started exporting again without ECGD backing. You can't begin to expand if you have worries about whether your customer will pay. It's not an overstatement to say that ECGD is the sheet-anchor of our export division.

You've seen the cost go down, too?

Frank K: Premiums have dropped over the years, yes. I think the cost is very reasonable because ECGD gives you so much. Especially when you're selling in a lot of markets.

Which are your best export markets?

Frank K: Oddly enough, those where the competition is toughest. Ours are sophisticated products. Our best potential is in countries which have an advanced construction industry and where we can find the best type of distributor. Countries like Sweden and Japan we're doing well in, and we're planning to get into North America.

You're obviously keen on exporting. What's the incentive?

Frank K: The future profitability of the company. We've had no price increase in our general division for 35 years. We have to increase turnover if we're to increase profits, and we see most of the future expansion of our business in exports. The world's a much bigger market than Britain, and we've hardly scratched the surface yet.

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